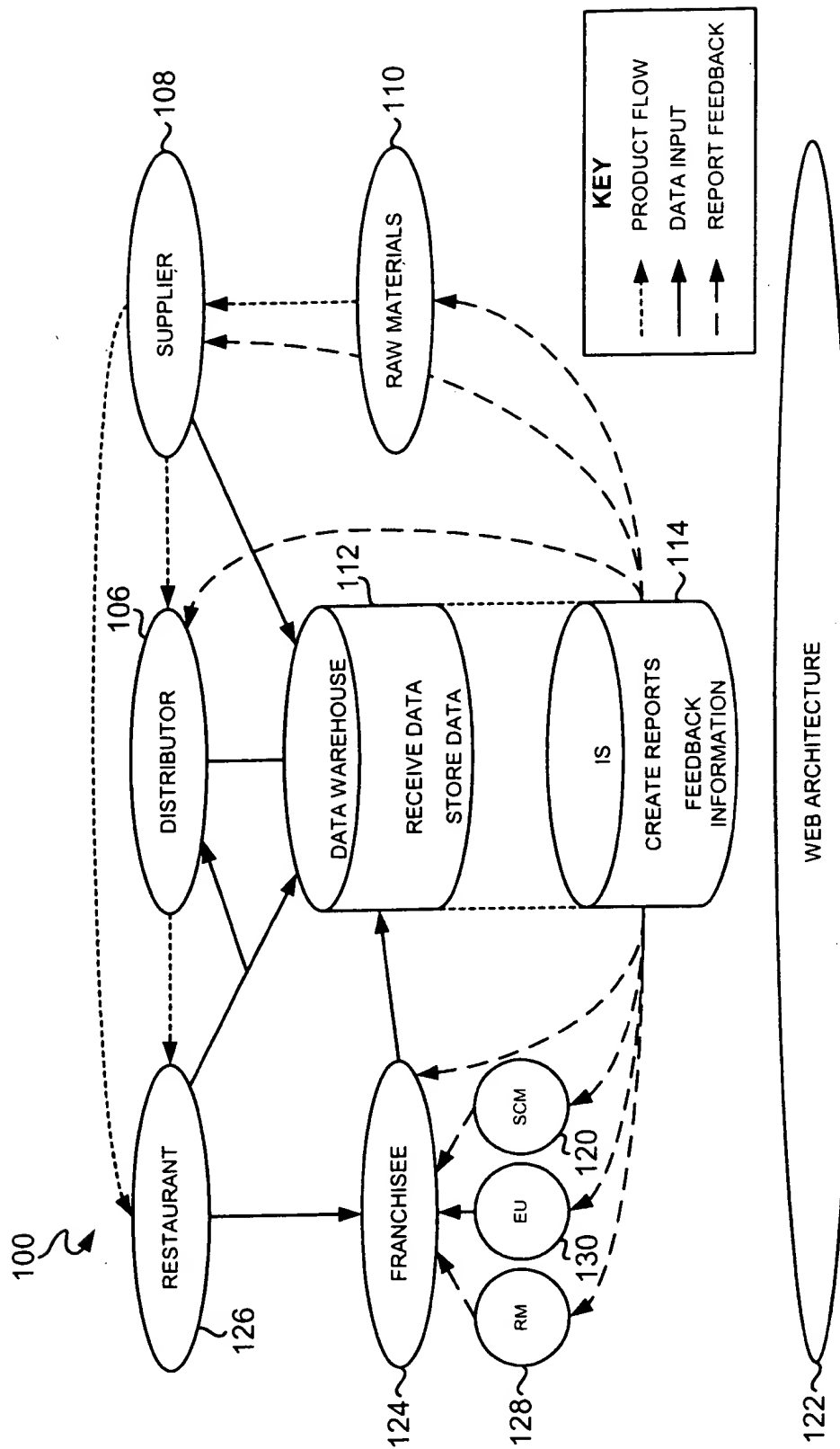


FIG. 1A



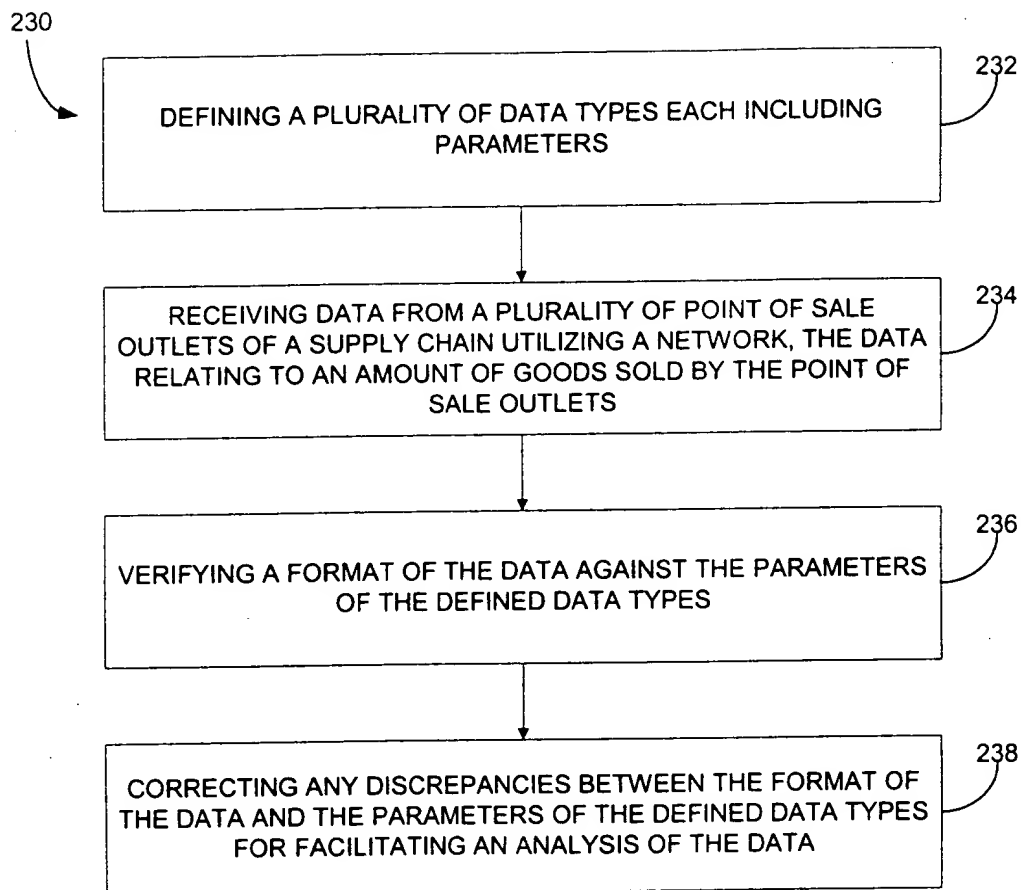
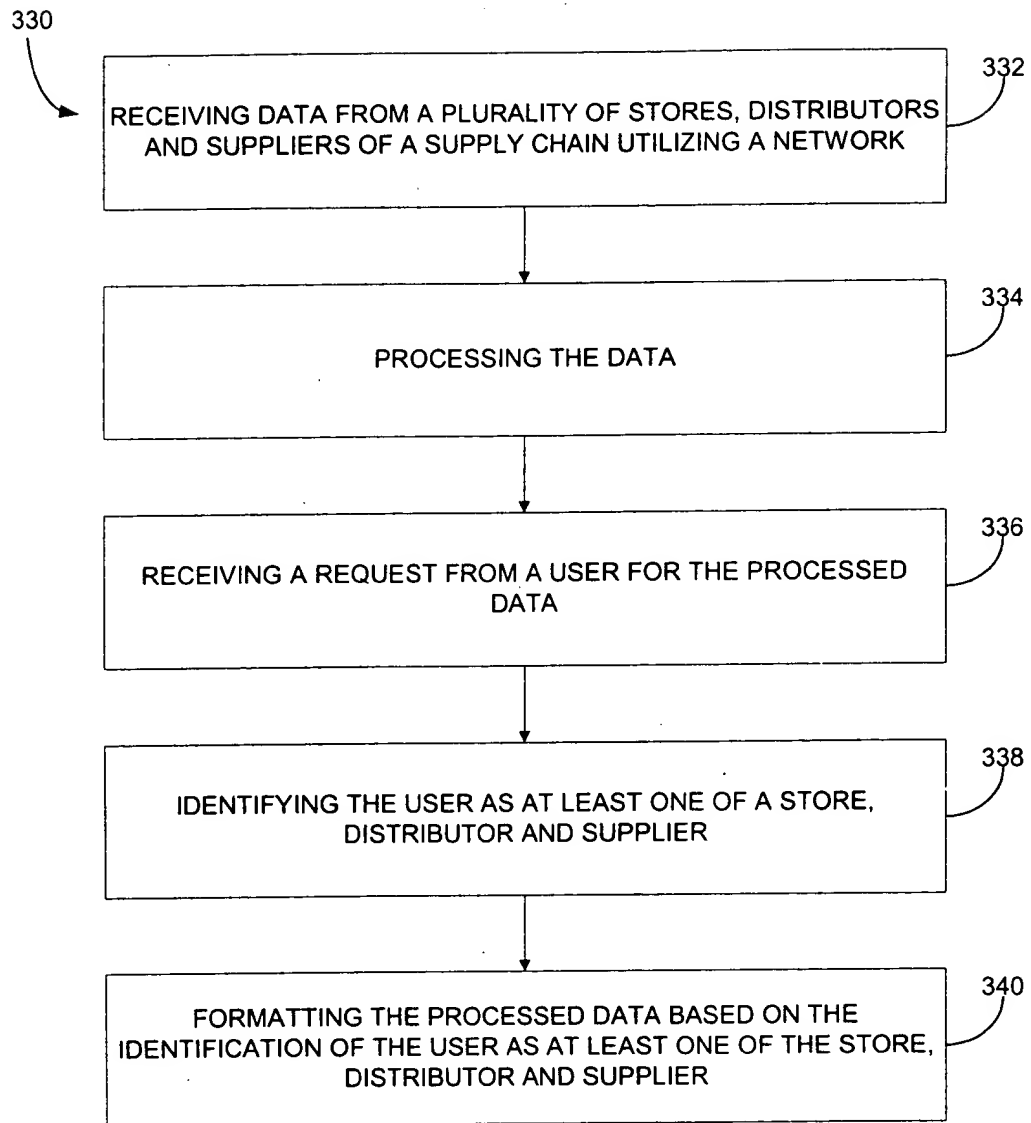


FIG. 2



**FIG. 3**



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109020" 4685T860

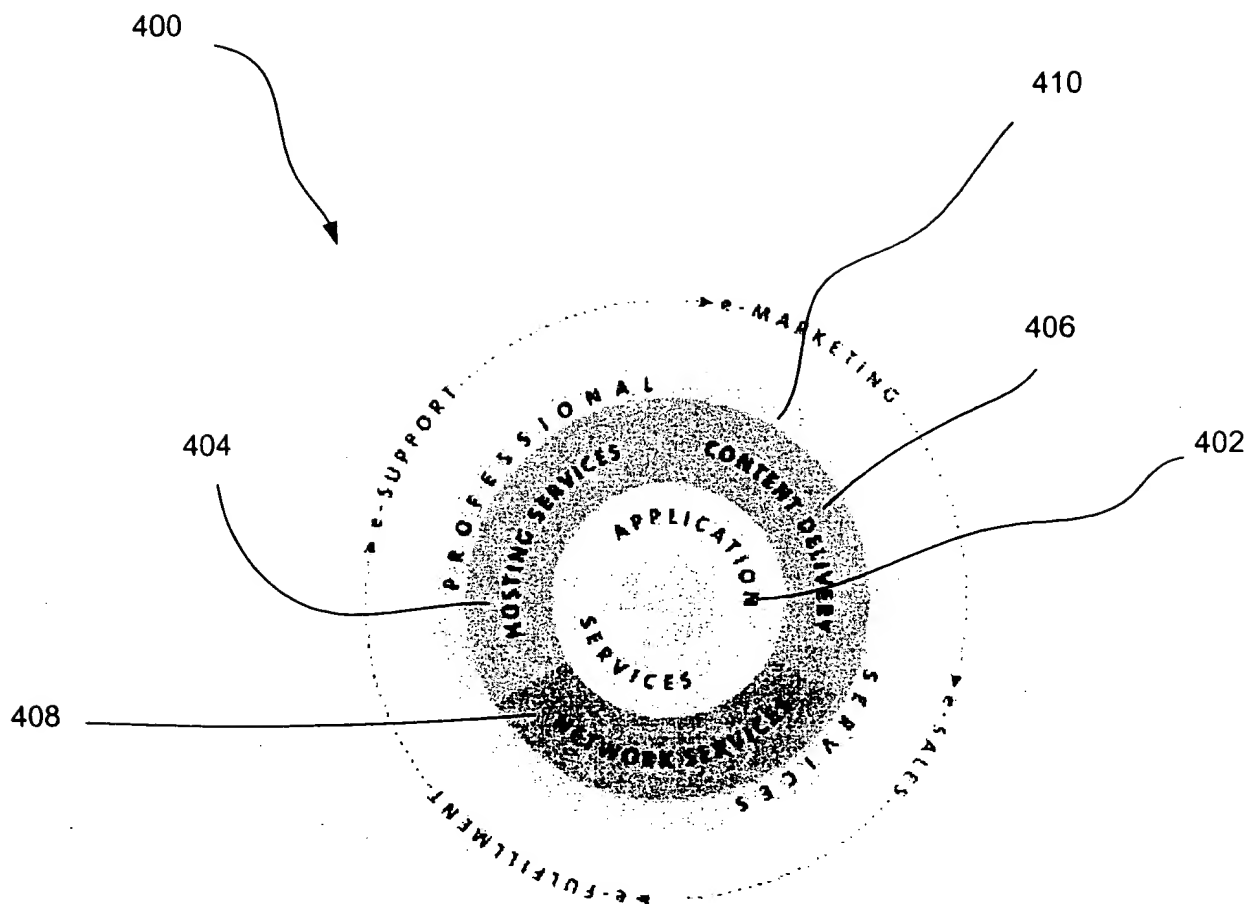
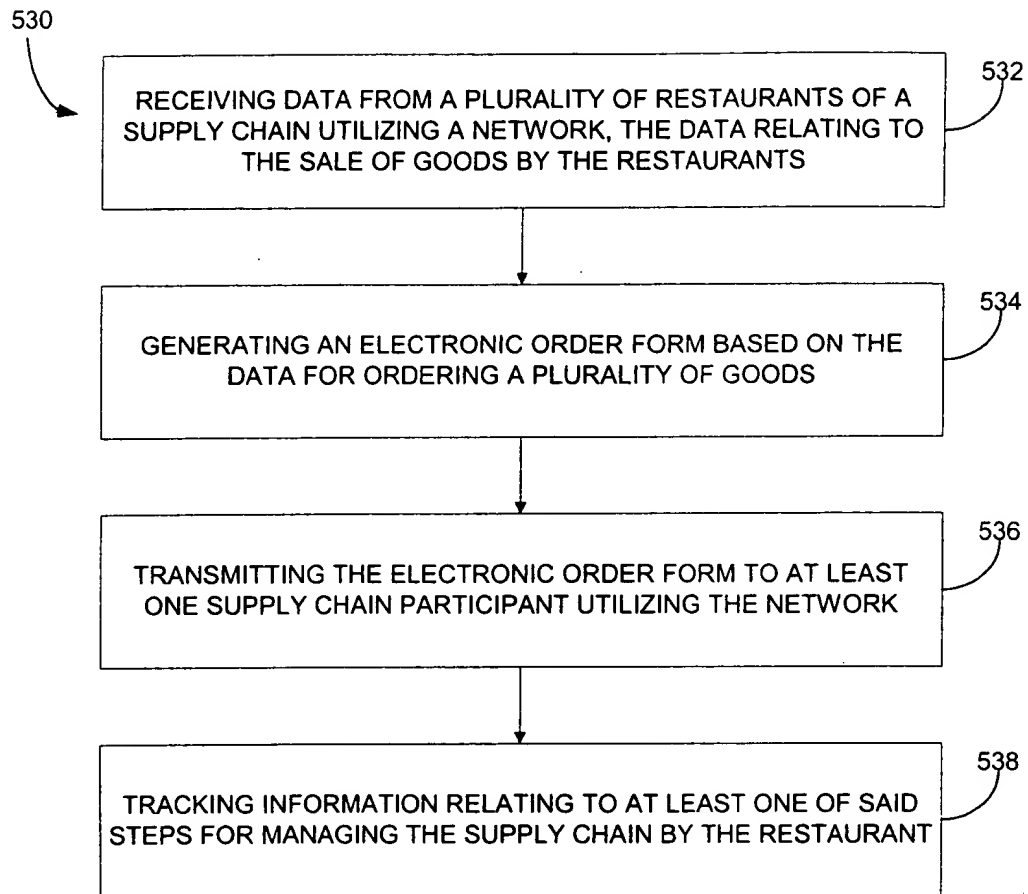


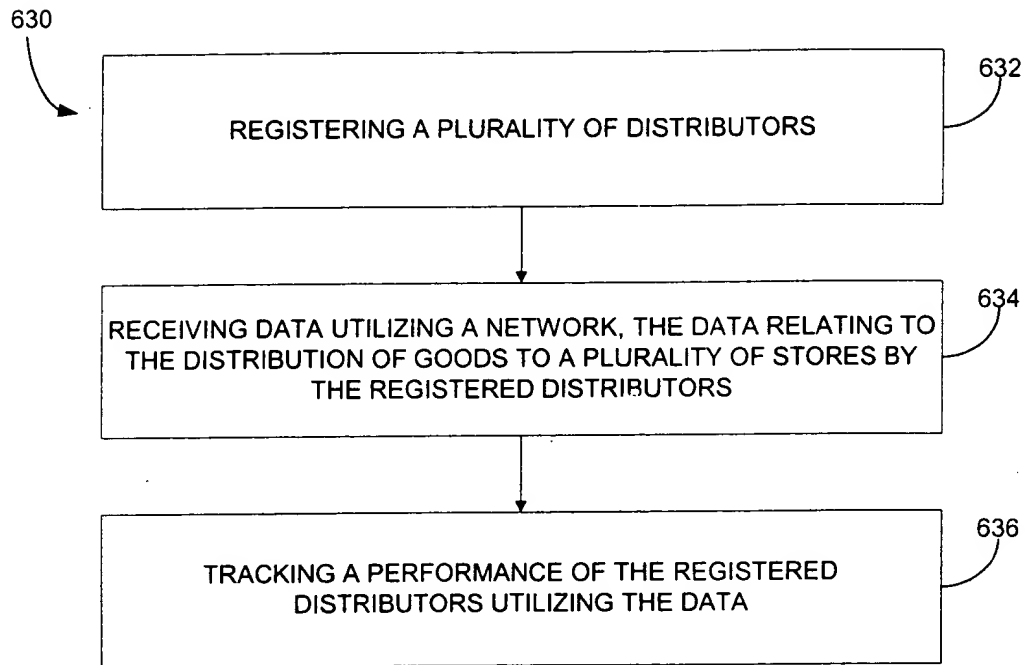
Fig. 4

FIG. 5



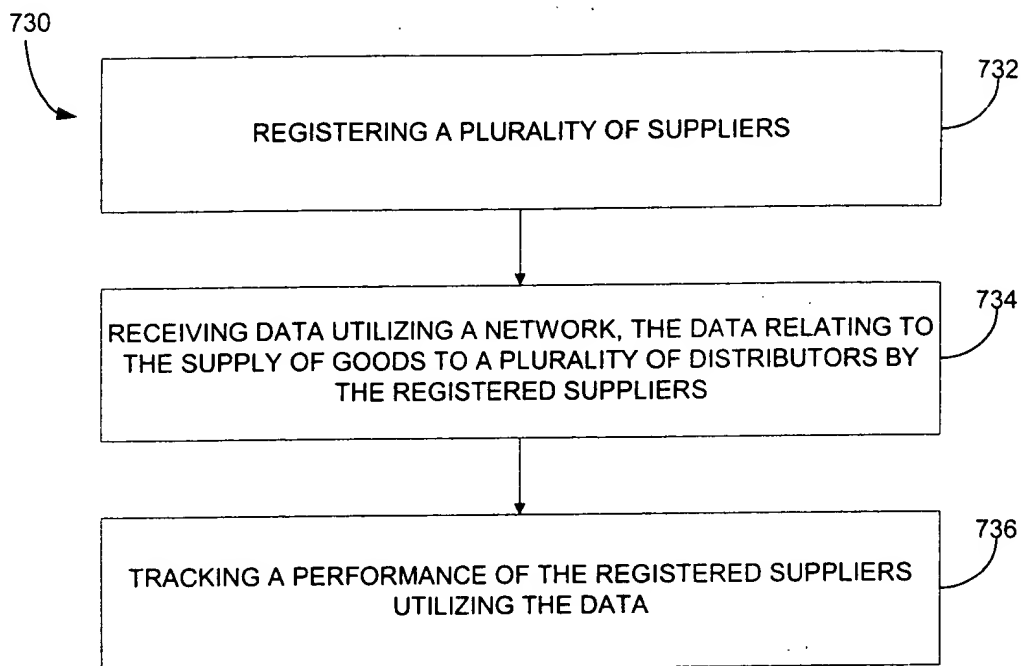
**FIG. 5**

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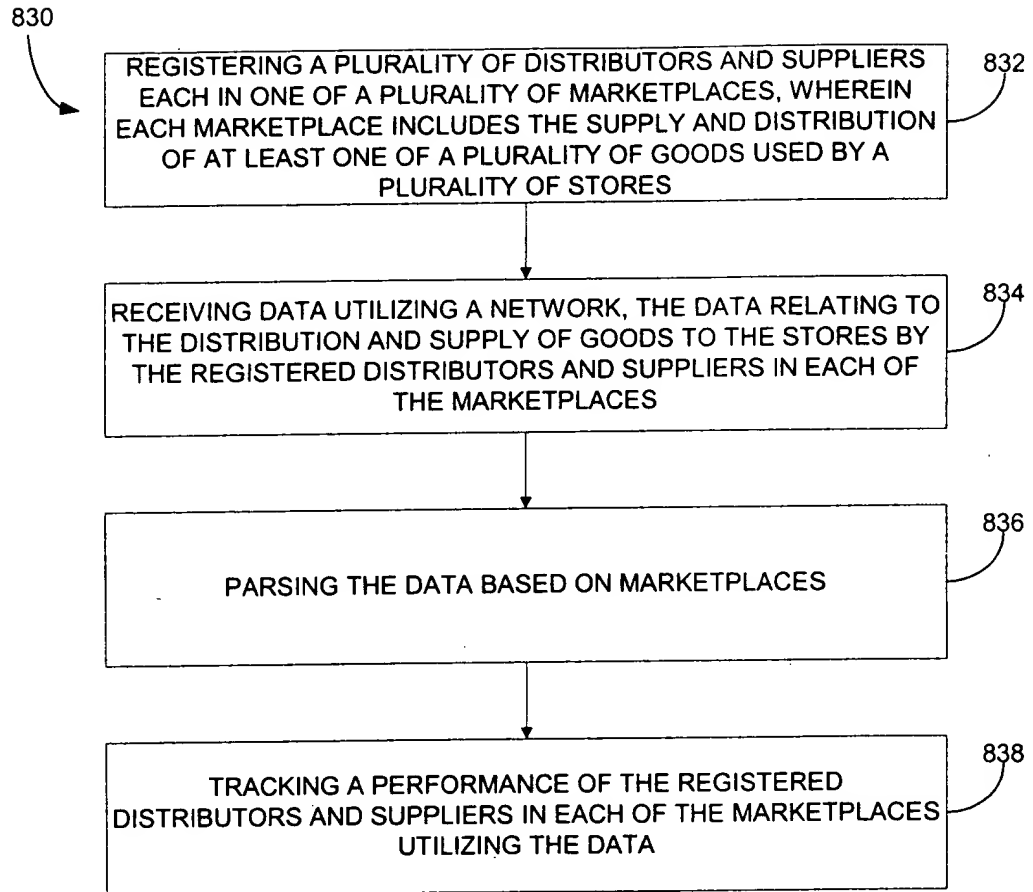
**FIG. 6**

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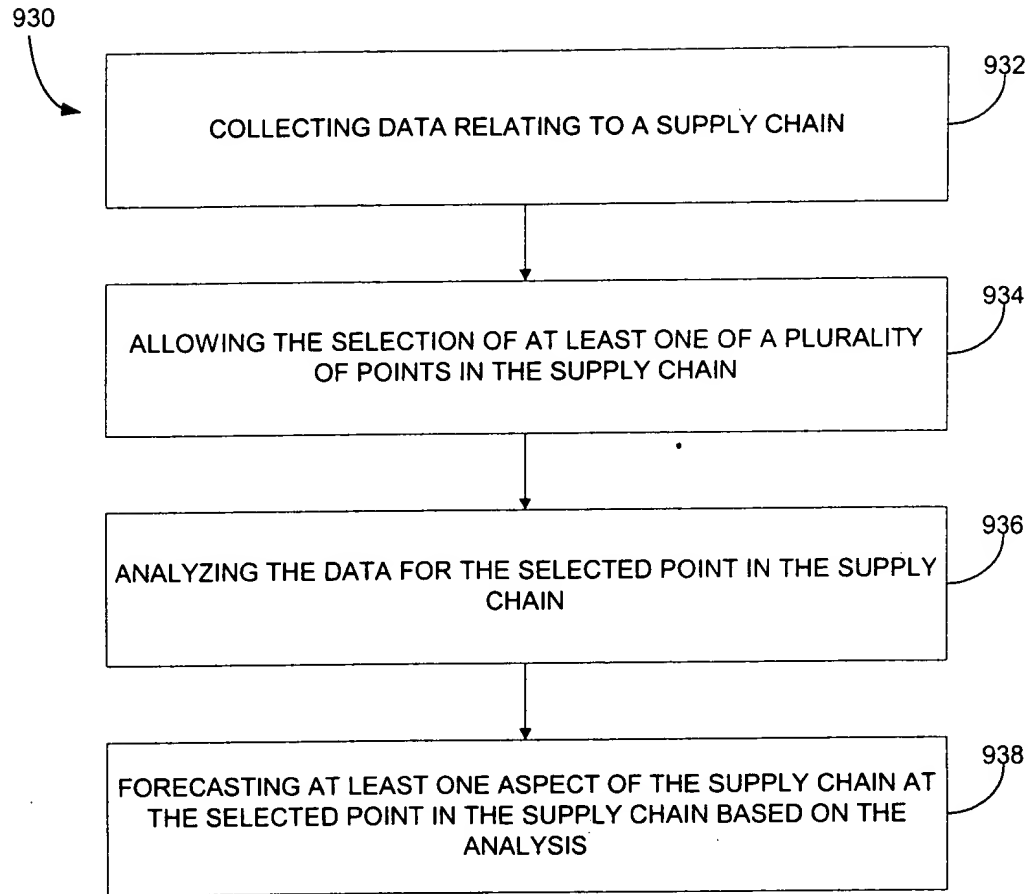


**FIG. 7**

109020" 4585T860

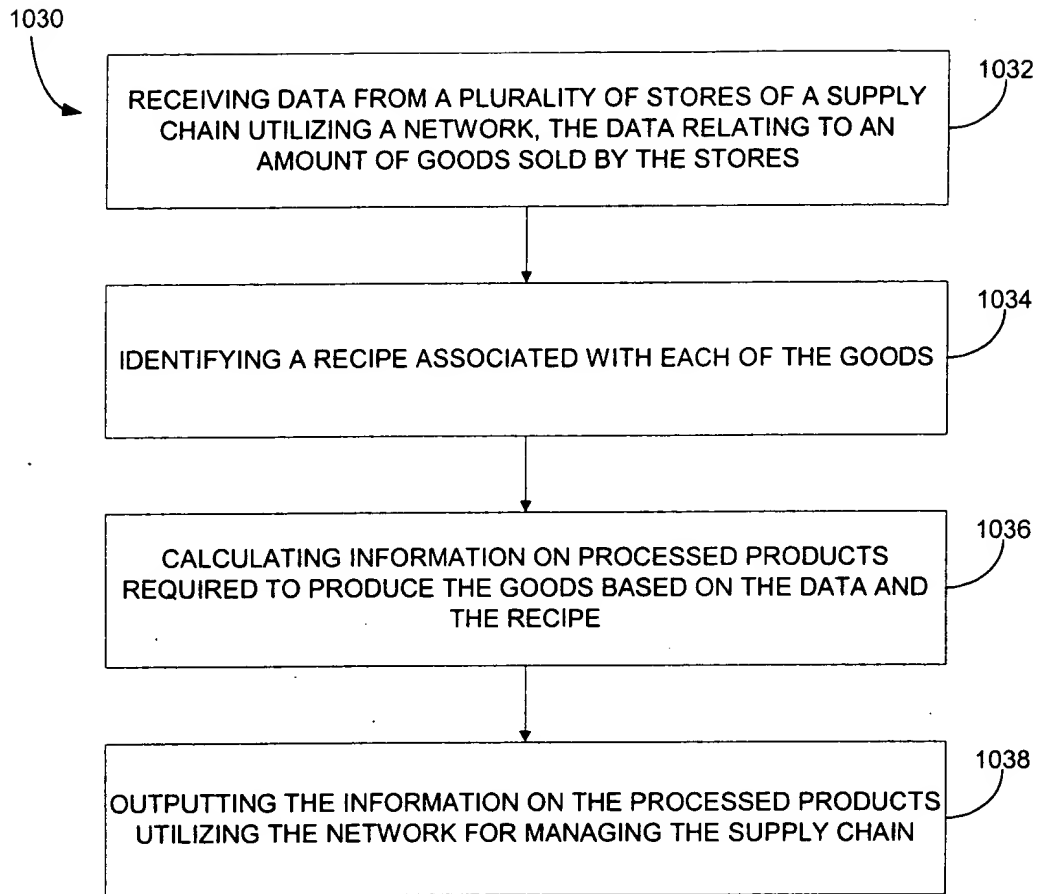


**FIG. 8**



**FIG. 9**

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**FIG. 10**

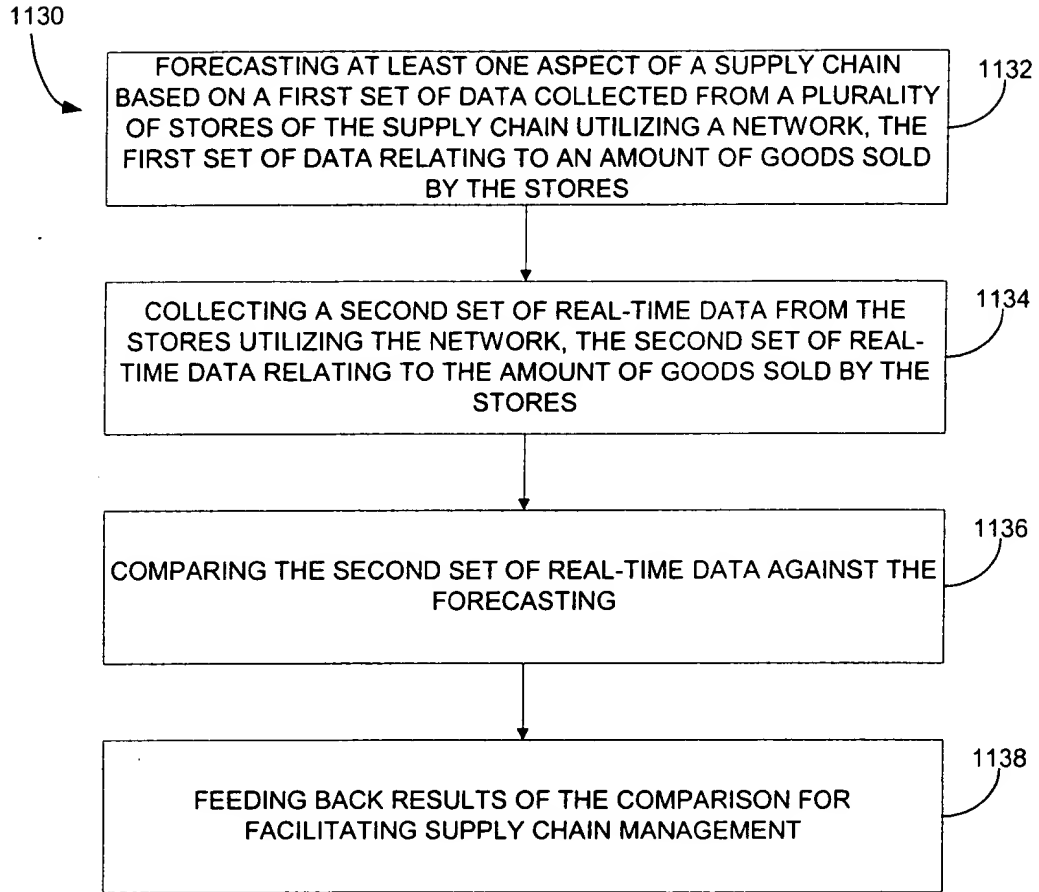


FIG. 11



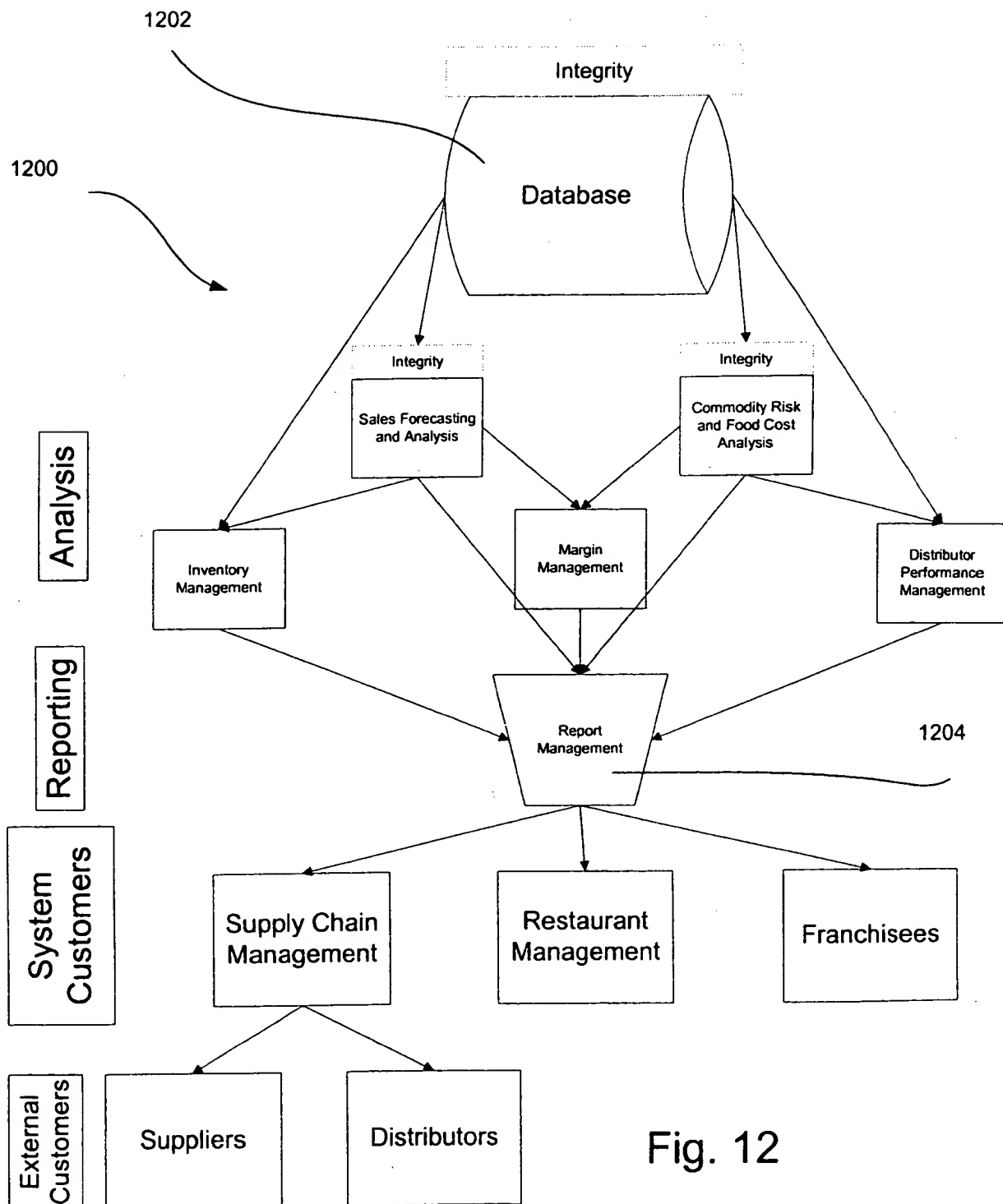
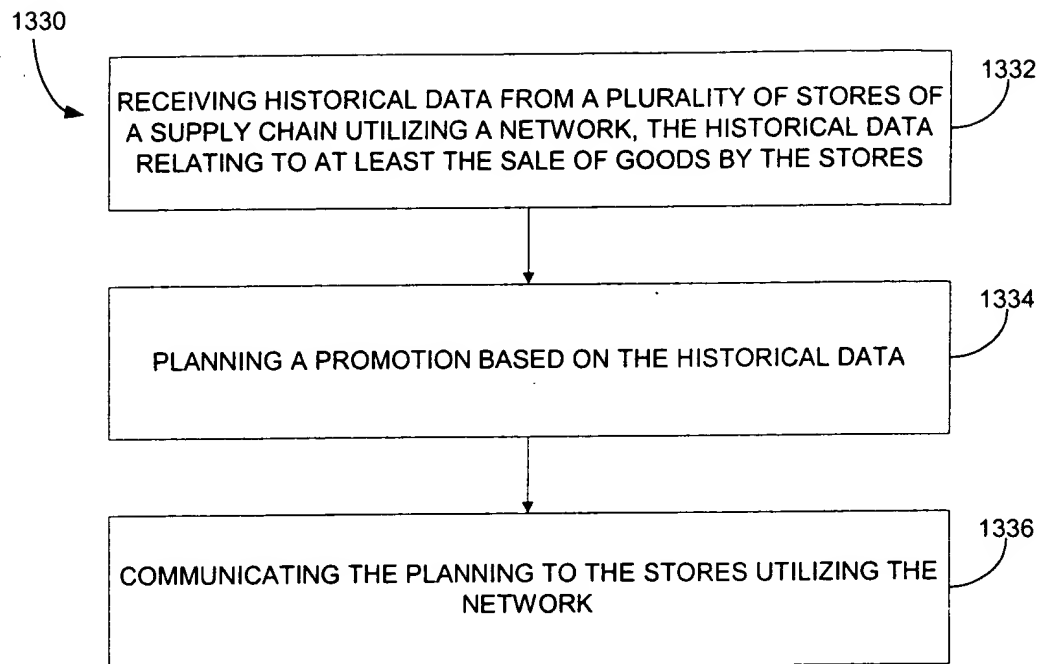


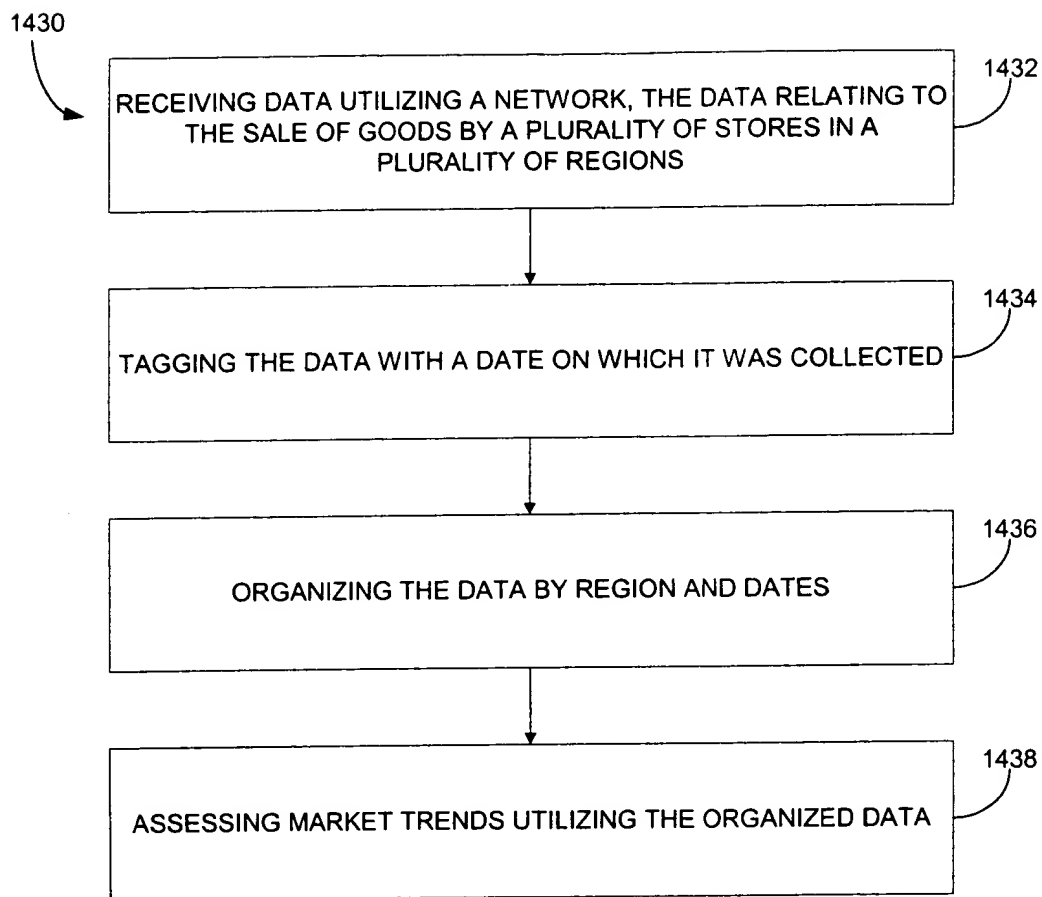
Fig. 12

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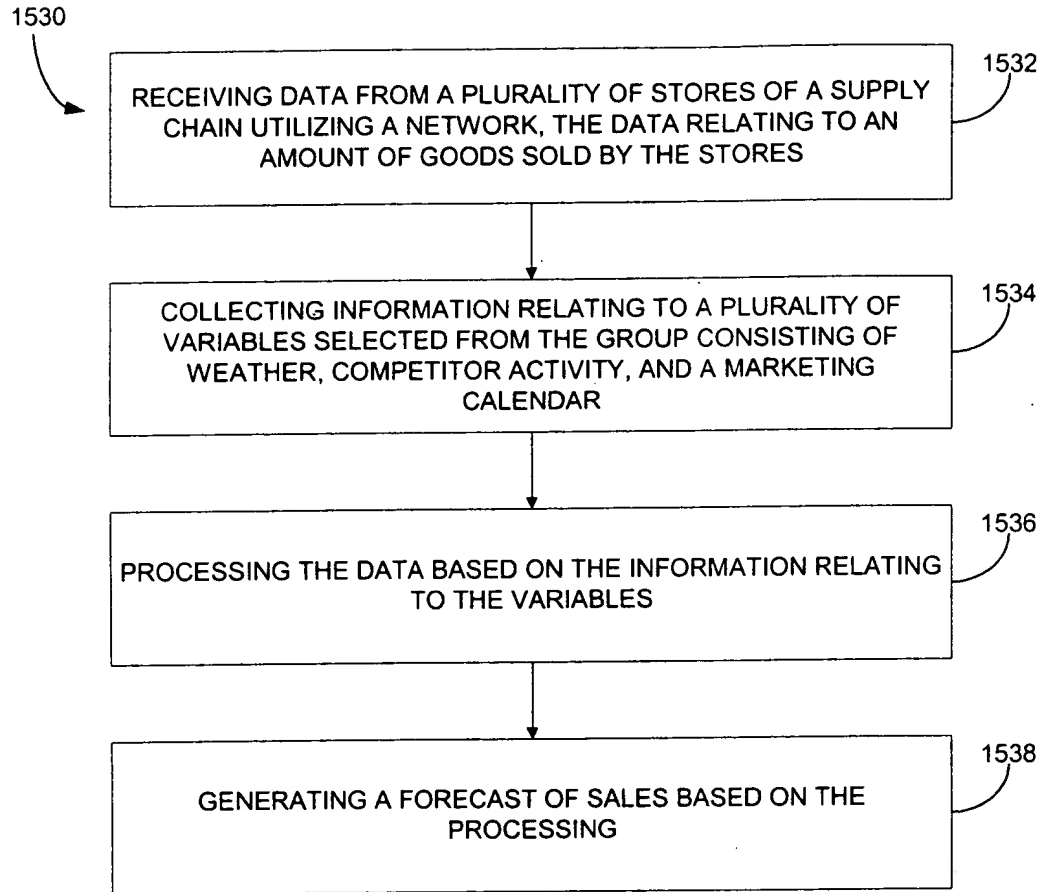
**FIG. 13**

FIG. 14



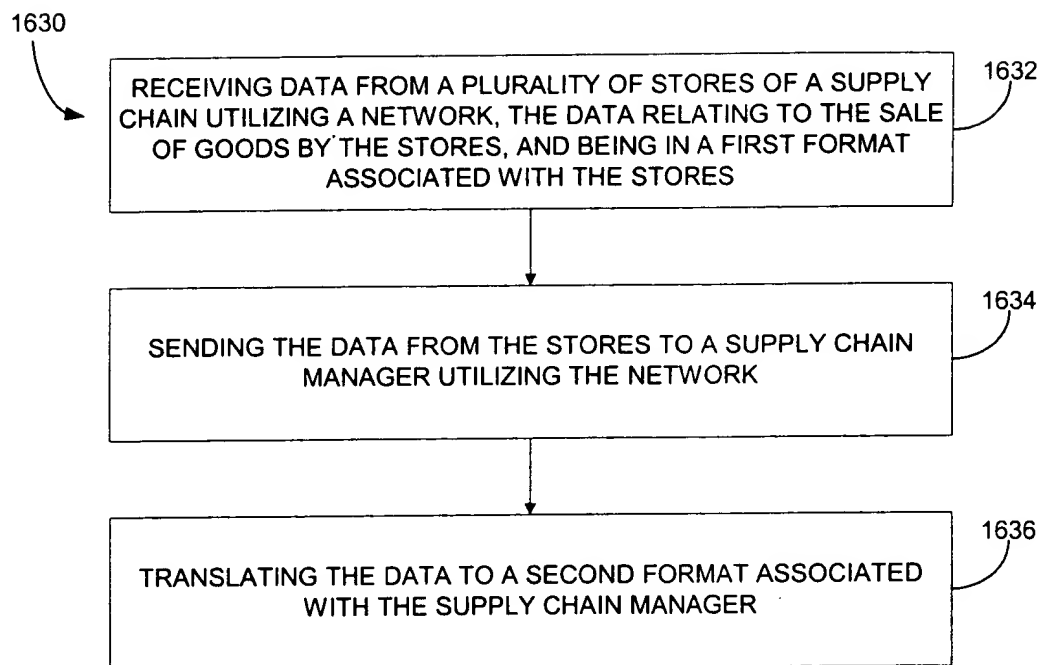
**FIG. 14**

FIG. 15

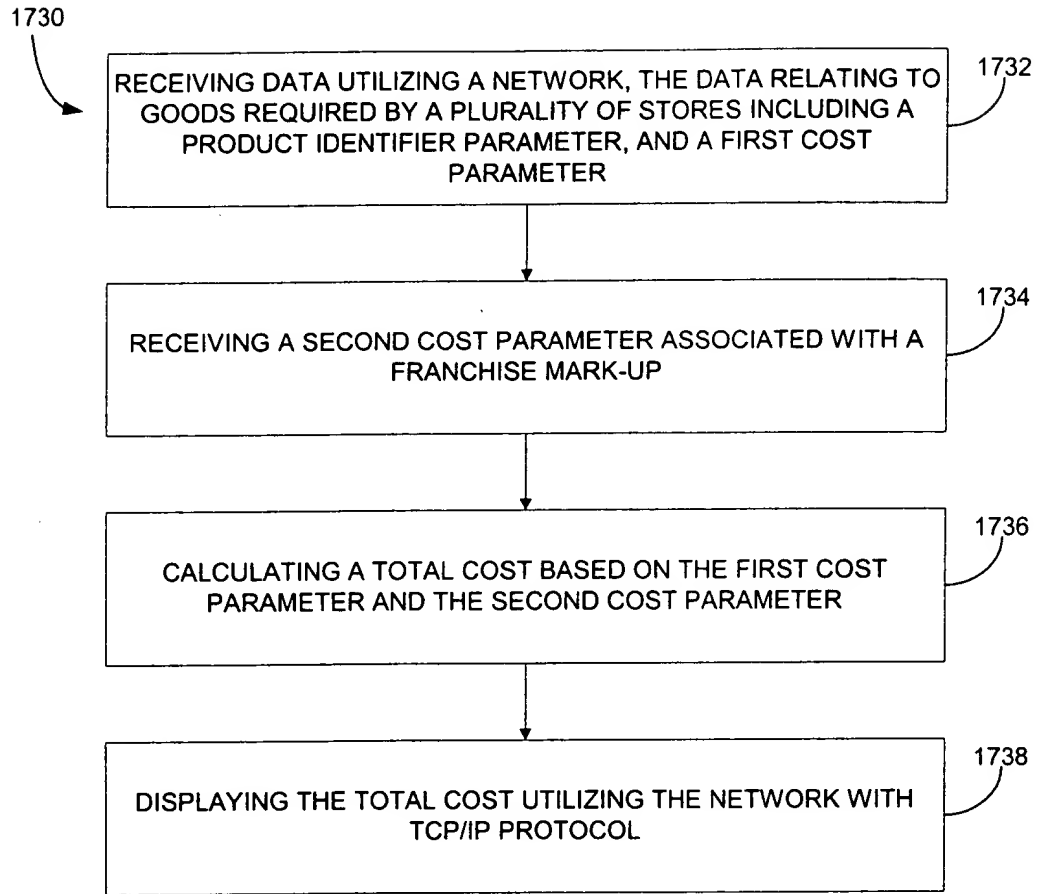


**FIG. 15**

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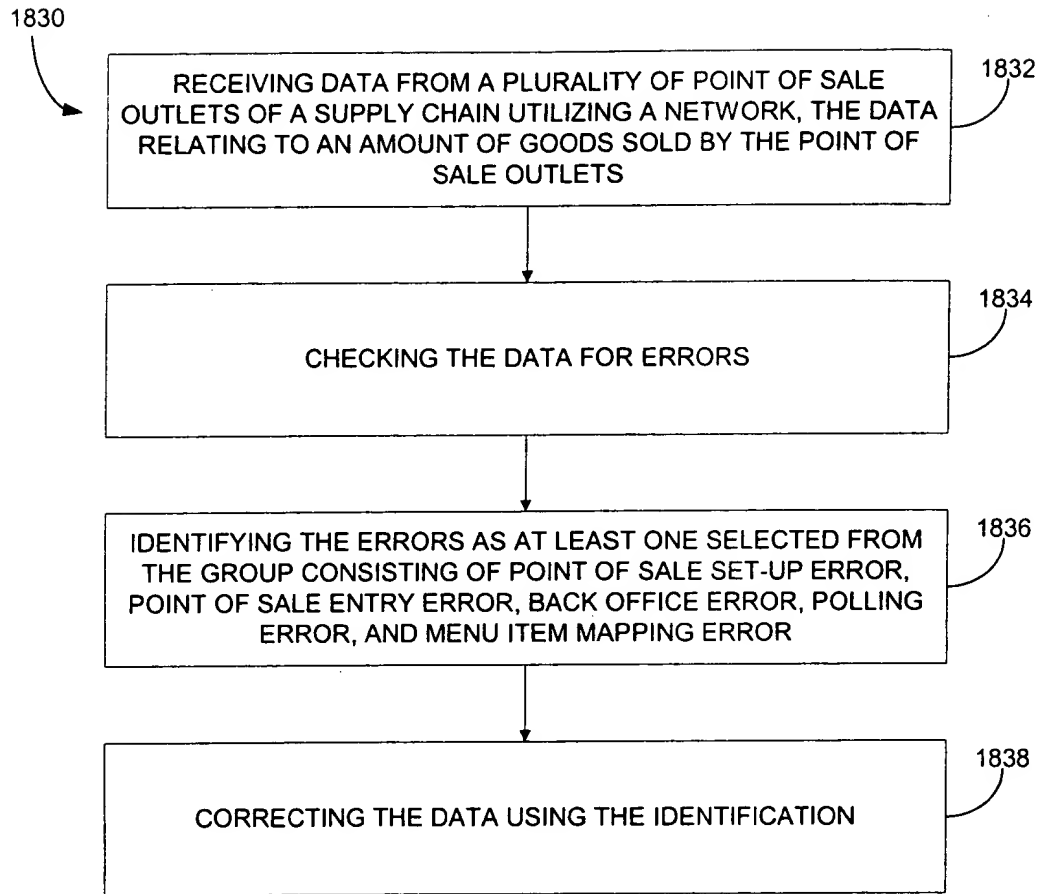


**FIG. 16**



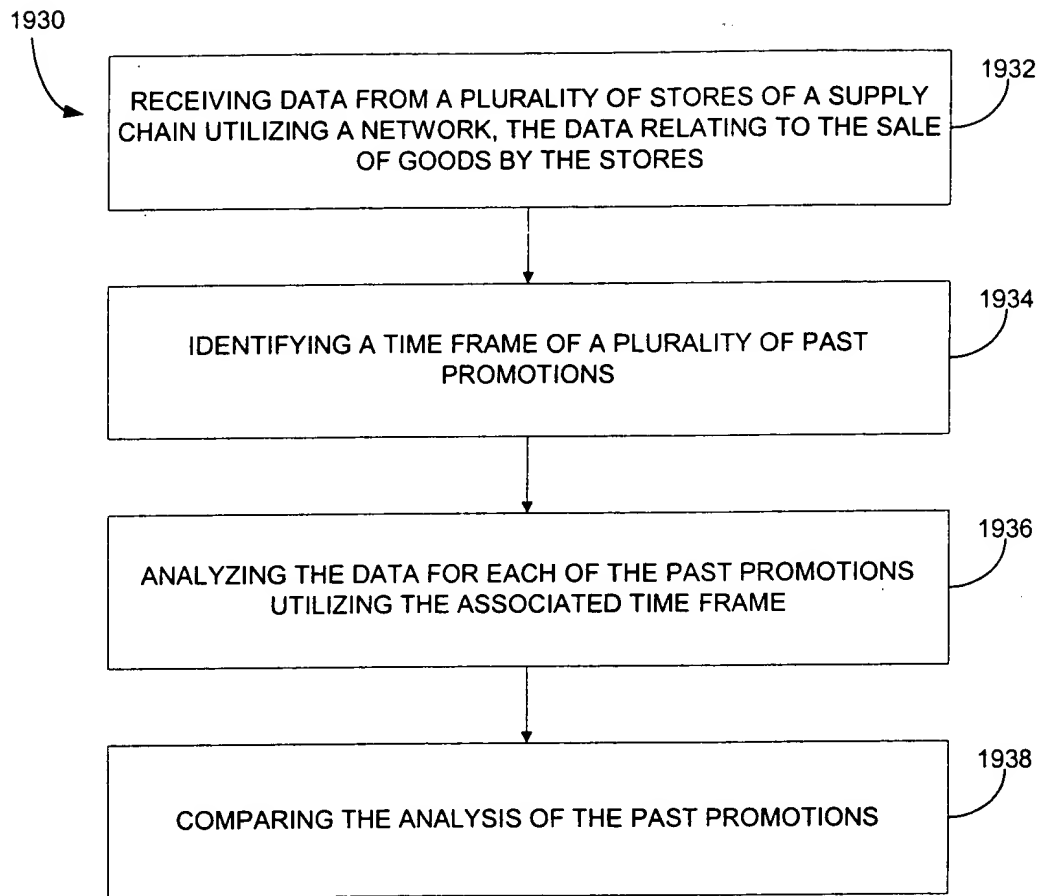
**FIG. 17**

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**FIG. 18**

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**FIG. 19**



FOI b1 b5 b7D b7E b7F b7G b7H b7I b7J b7K b7L b7M b7N b7O b7P b7Q b7R b7S b7T b7U b7V b7W b7X b7Y b7Z b7AA b7AB b7AC b7AD b7AE b7AF b7AG b7AH b7AI b7AJ b7AK b7AL b7AM b7AN b7AO b7AP b7AQ b7AR b7AS b7AT b7AU b7AV b7AW b7AX b7AY b7AZ b7BA b7BB b7BC b7BD b7BE b7BF b7BG b7BH b7BI b7BJ b7BK b7BL b7BM b7BN b7BO b7BP b7BQ b7BR b7BS b7BT b7BU b7BV b7BW b7BX b7BY b7BZ b7CA b7CB b7CC b7CD b7CE b7CF b7CG b7CH b7CI b7CJ b7CK b7CL b7CM b7CN b7CO b7CP b7CQ b7CR b7CS b7CT b7CU b7CV b7CW b7CX b7CY b7CZ b7DA b7DB b7DC b7DD b7DE b7DF b7DG b7DH b7DI b7DJ b7DK b7DL b7DM b7DN b7DO b7DP b7DQ b7DR b7DS b7DT b7DU b7DV b7DW b7DX b7DY b7DZ b7EA b7EB b7EC b7ED b7EE b7EF b7EG b7EH b7EI b7EJ b7EK b7EL b7EM b7EN b7EO b7EP b7EQ b7ER b7ES b7ET b7EU b7EV b7EW b7EX b7EY b7EZ b7FA b7FB b7FC b7FD b7FE b7FF b7FG b7FH b7FI b7FJ b7FK b7FL b7FM b7FN b7FO b7FP b7FQ b7FR b7FS b7FT b7FU b7FV b7FW b7FX b7FY b7FZ b7GA b7GB b7GC b7GD b7GE b7GF b7GG b7GH b7GI b7GJ b7GK b7GL b7GM b7GN b7GO b7GP b7GQ b7GR b7GS b7GT b7GU b7GV b7GW b7GX b7GY b7GZ b7HA b7HB b7HC b7HD b7HE b7HF b7HG b7HH b7HI b7HJ b7HK b7HL b7HM b7HN b7HO b7HP b7HQ b7HR b7HS b7HT b7HU b7HV b7HW b7HX b7HY b7HZ b7IA b7IB b7IC b7ID b7IE b7IF b7IG b7IH b7IJ b7IK b7IL b7IM b7IN b7IO b7IP b7IQ b7IR b7IS b7IT b7IU b7IV b7IW b7IX b7IY b7IZ b7JA b7JB b7JC b7JD b7JE b7JF b7JG b7JH b7JI b7JJ b7JK b7JL b7JM b7JN b7JO b7JP b7JQ b7JR b7JS b7JT b7JU b7JV b7JW b7JX b7JY b7JZ b7KA b7KB b7KC b7KD b7KE b7KF b7KG b7KH b7KI b7KJ b7KK b7KL b7KM b7KN b7KO b7KP b7KQ b7KR b7KS b7KT b7KU b7KV b7KW b7KX b7KY b7KZ b7LA b7LB b7LC b7LD b7LE b7LF b7LG b7LH b7LI b7LJ b7LK b7LL b7LM b7LN b7LO b7LP b7LQ b7LR b7LS b7LT b7LU b7LV b7LW b7LX b7LY b7LZ b7MA b7MB b7MC b7MD b7ME b7MF b7MG b7MH b7MI b7MJ b7MK b7ML b7MN b7MO b7MP b7MQ b7MR b7MS b7MT b7MU b7MV b7MW b7MX b7MY b7MZ b7NA b7NB b7NC b7ND b7NE b7NF b7NG b7NH b7NI b7NJ b7NK b7NL b7NM b7NO b7NP b7NQ b7NR b7NS b7NT b7NU b7NV b7NW b7NX b7NY b7NZ b7OA b7OB b7OC b7OD b7OE b7OF b7OG b7OH b7OI b7OJ b7OK b7OL b7OM b7ON b7OO b7OP b7OQ b7OR b7OS b7OT b7OU b7OV b7OW b7OX b7OY b7OZ b7PA b7PB b7PC b7PD b7PE b7PF b7PG b7PH b7PI b7PJ b7PK b7PL b7PM b7PN b7PO b7PP b7PQ b7PR b7PS b7PT b7PU b7PV b7PW b7PX b7PY b7PZ b7QA b7QB b7QC b7QD b7QE b7QF b7QG b7QH b7QI b7QJ b7QK b7QL b7QM b7QN b7QO b7QP b7QQ b7QR b7QS b7QT b7QU b7QV b7QW b7QX b7QY b7QZ b7RA b7RB b7RC b7RD b7RE b7RF b7RG b7RH b7RI b7RJ b7RK b7RL b7RM b7RN b7RO b7RP b7RQ b7RR b7RS b7RT b7RU b7RV b7RW b7RX b7RY b7RZ b7SA b7SB b7SC b7SD b7SE b7SF b7SG b7SH b7SI b7SJ b7SK b7SL b7SM b7SN b7SO b7SP b7SQ b7SR b7SS b7ST b7SU b7SV b7SW b7SX b7SY b7SZ b7TA b7TB b7TC b7TD b7TE b7TF b7TG b7TH b7TI b7TJ b7TK b7TL b7TM b7TN b7TO b7TP b7TQ b7TR b7TS b7TT b7TU b7TV b7TW b7TX b7TY b7TZ b7UA b7UB b7UC b7UD b7UE b7UF b7UG b7UH b7UI b7UJ b7UK b7UL b7UM b7UN b7UO b7UP b7UQ b7UR b7US b7UT b7UU b7UV b7UW b7UX b7UY b7UZ b7VA b7VB b7VC b7VD b7VE b7VF b7VG b7VH b7VI b7VJ b7VK b7VL b7VM b7VN b7VO b7VP b7VQ b7VR b7VS b7VT b7VU b7VV b7VW b7VX b7VY b7VZ b7WA b7WB b7WC b7WD b7WE b7WF b7WG b7WH b7WI b7WJ b7WK b7WL b7WM b7WN b7WO b7WP b7WQ b7WR b7WS b7WT b7WU b7WV b7WW b7WX b7WY b7WZ b7XA b7XB b7XC b7XD b7XE b7XF b7XG b7XH b7XI b7XJ b7XK b7XL b7XM b7XN b7XO b7XP b7XQ b7XR b7XS b7XT b7XU b7XV b7XW b7XZ b7YA b7YB b7YC b7YD b7YE b7YF b7YG b7YH b7YI b7YJ b7YK b7YL b7YM b7YN b7YO b7YP b7YQ b7YR b7YS b7YT b7YU b7YV b7YW b7YX b7YY b7YZ b7ZA b7ZB b7ZC b7ZD b7ZE b7ZF b7ZG b7ZH b7ZI b7ZJ b7ZK b7ZL b7ZM b7ZN b7ZO b7ZP b7ZQ b7ZR b7ZS b7ZT b7ZU b7ZV b7ZW b7ZX b7ZY b7ZZ b7AA b7AB b7AC b7AD b7AE b7AF b7AG b7AH b7AI b7AJ b7AK b7AL b7AM b7AN b7AO b7AP b7AQ b7AR b7AS b7AT b7AU b7AV b7AW b7AX b7AY b7AZ b7BA b7BB b7BC b7BD b7BE b7BF b7BG b7BH b7BI b7BJ b7BK b7BL b7BM b7BN b7BO b7BP b7BQ b7BR b7BS b7BT b7BU b7BV b7BW b7BX b7BY b7BZ b7CA b7CB b7CC b7CD b7CE b7CF b7CG b7CH b7CI b7CJ b7CK b7CL b7CM b7CN b7CO b7CP b7CQ b7CR b7CS b7CT b7CU b7CV b7CW b7CX b7CY b7CZ b7DA b7DB b7DC b7DD b7DE b7DF b7DG b7DH b7DI b7DJ b7DK b7DL b7DM b7DN b7DO b7DP b7DQ b7DR b7DS b7DT b7DU b7DV b7DW b7DX b7DY b7DZ b7EA b7EB b7EC b7ED b7EE b7EF b7EG b7EH b7EI b7EJ b7EK b7EL b7EM b7EN b7EO b7EP b7EQ b7ER b7ES b7ET b7EU b7EV b7EW b7EX b7EY b7EZ b7FA b7FB b7FC b7FD b7FE b7FF b7FG b7FH b7FI b7FJ b7FK b7FL b7FM b7FN b7FO b7FP b7FQ b7FR b7FS b7FT b7FU b7FV b7FW b7FX b7FY b7FZ b7GA b7GB b7GC b7GD b7GE b7GF b7GG b7GH b7GI b7GJ b7GK b7GL b7GM b7GN b7GO b7GP b7GQ b7GR b7GS b7GT b7GU b7GV b7GW b7GX b7GY b7GZ b7HA b7HB b7HC b7HD b7HE b7HF b7HG b7HH b7HI b7HJ b7HK b7HL b7HM b7HN b7HO b7HP b7HQ b7HR b7HS b7HT b7HU b7HV b7HW b7HX b7HY b7HZ b7IA b7IB b7IC b7ID b7IE b7IF b7IG b7IH b7IJ b7IK b7IL b7IM b7IN b7IO b7IP b7IQ b7IR b7IS b7IT b7IU b7IV b7IW b7IX b7IY b7IZ b7JA b7JB b7JC b7JD b7JE b7JF b7JG b7JH b7JI b7JJ b7JK b7JL b7JM b7JN b7JO b7JP b7JQ b7JR b7JS b7JT b7JU b7JV b7JW b7JX b7JY b7JZ b7KA b7KB b7KC b7KD b7KE b7KF b7KG b7KH b7KI b7KJ b7KK b7KL b7KM b7KN b7KO b7KP b7KQ b7KR b7KS b7KT b7KU b7KV b7KW b7KX b7KY b7KZ b7LA b7LB b7LC b7LD b7LE b7LF b7LG b7LH b7LI b7LJ b7LK b7LL b7LM b7LN b7LO b7LP b7LQ b7LR b7LS b7LT b7LU b7LV b7LW b7LX b7LY b7LZ b7MA b7MB b7MC b7MD b7ME b7MF b7MG b7MH b7MI b7MJ b7MK b7ML b7MN b7MO b7MP b7MQ b7MR b7MS b7MT b7MU b7MV b7MW b7MX b7MY b7MZ b7NA b7NB b7NC b7ND b7NE b7NF b7NG b7NH b7NI b7NJ b7NK b7NL b7NM b7NO b7NP b7NQ b7NR b7NS b7NT b7NU b7NV b7NW b7NX b7NY b7NZ b7OA b7OB b7OC b7OD b7OE b7OF b7OG b7OH b7OI b7OJ b7OK b7OL b7OM b7ON b7OO b7OP b7OQ b7OR b7OS b7OT b7OU b7OV b7OW b7OX b7OY b7OZ b7PA b7PB b7PC b7PD b7PE b7PF b7PG b7PH b7PI b7PJ b7PK b7PL b7PM b7PN b7PO b7PP b7PQ b7PR b7PS b7PT b7PU b7PV b7PW b7PX b7PY b7PZ b7QA b7QB b7QC b7QD b7QE b7QF b7QG b7QH b7QI b7QJ b7QK b7QL b7QM b7QN b7QO b7QP b7QQ b7QR b7QS b7QT b7QU b7QV b7QW b7QX b7QY b7QZ b7RA b7RB b7RC b7RD b7RE b7RF b7RG b7RH b7RI b7RJ b7RK b7RL b7RM b7RN b7RO b7RP b7RQ b7RR b7RS b7RT b7RU b7RV b7RW b7RX b7RY b7RZ b7SA b7SB b7SC b7SD b7SE b7SF b7SG b7SH b7SI b7SJ b7SK b7SL b7SM b7SN b7SO b7SP b7SQ b7SR b7SS b7ST b7SU b7SV b7SW b7SX b7SY b7SZ b7TA b7TB b7TC b7TD b7TE b7TF b7TG b7TH b7TI b7TJ b7TK b7TL b7TM b7TN b7TO b7TP b7TQ b7TR b7TS b7TT b7TU b7TV b7TW b7TX b7TY b7TZ b7UA b7UB b7UC b7UD b7UE b7UF b7UG b7UH b7UI b7UJ b7UK b7UL b7UM b7UN b7UO b7UP b7UQ b7UR b7US b7UT b7UU b7UV b7UW b7UX b7UY b7UZ b7VA b7VB b7VC b7VD b7VE b7VF b7VG b7VH b7VI b7VJ b7VK b7VL b7VM b7VN b7VO b7VP b7VQ b7VR b7VS b7VT b7VU b7VV b7VW b7VX b7VY b7VZ b7WA b7WB b7WC b7WD b7WE b7WF b7WG b7WH b7WI b7WJ b7WK b7WL b7WM b7WN b7WO b7WP b7WQ b7WR b7WS b7WT b7WU b7WV b7WW b7WX b7WY b7WZ b7XA b7XB b7XC b7XD b7XE b7XF b7XG b7XH b7XI b7XJ b7XK b7XL b7XM b7XN b7XO b7XP b7XQ b7XR b7XS b7XT b7XU b7XV b7XW b7XZ b7YA b7YB b7YC b7YD b7YE b7YF b7YG b7YH b7YI b7YJ b7YK b7YL b7YM b7YN b7YO b7YP b7YQ b7YR b7YS b7YT b7YU b7YV b7YW b7YX b7YY b7YZ b7ZA b7ZB b7ZC b7ZD b7ZE b7ZF b7ZG b7ZH b7ZI b7ZJ b7ZK b7ZL b7ZM b7ZN b7ZO b7ZP b7ZQ b7ZR b7ZS b7ZT b7ZU b7ZV b7ZW b7ZX b7ZY b7ZZ

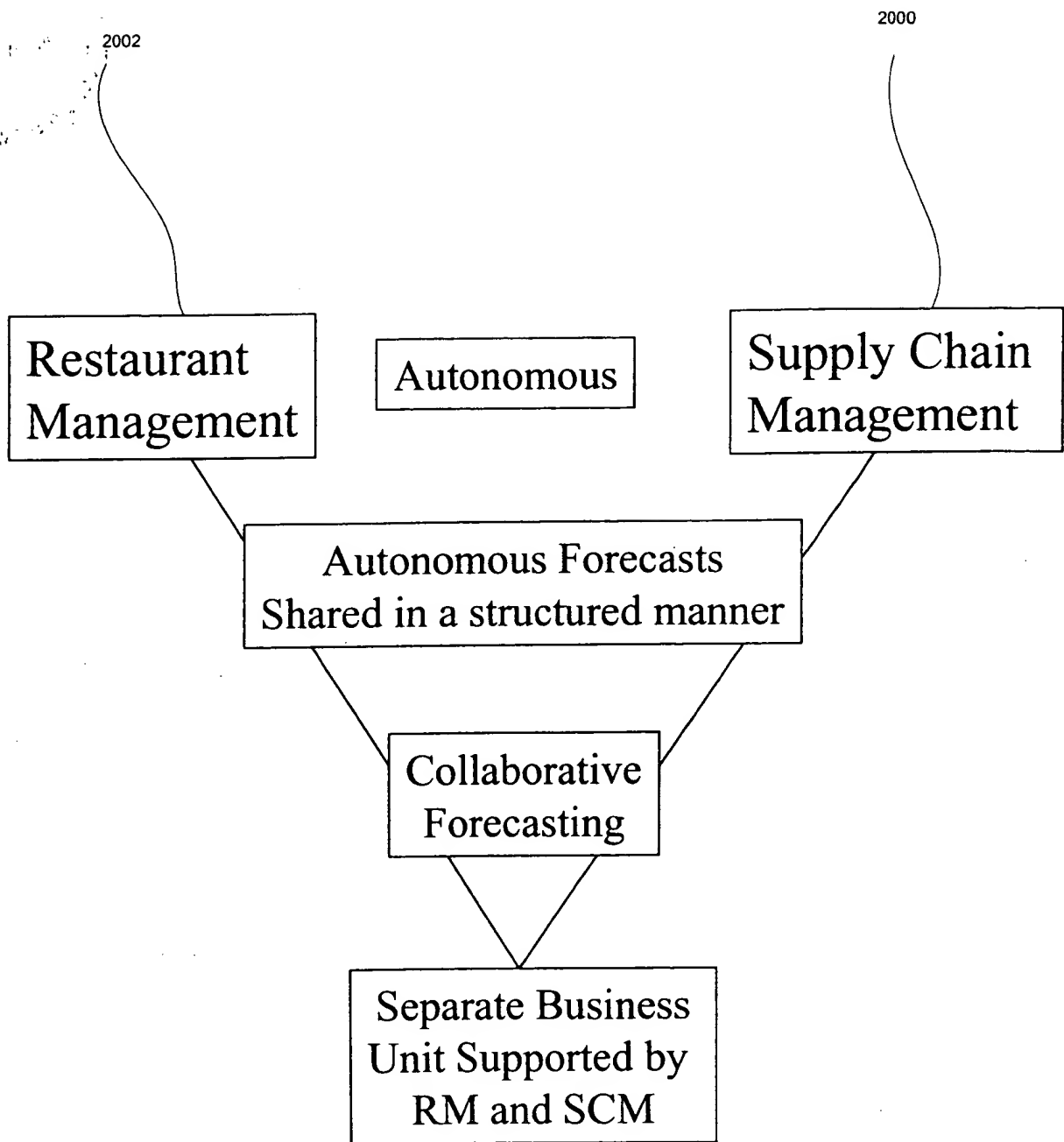
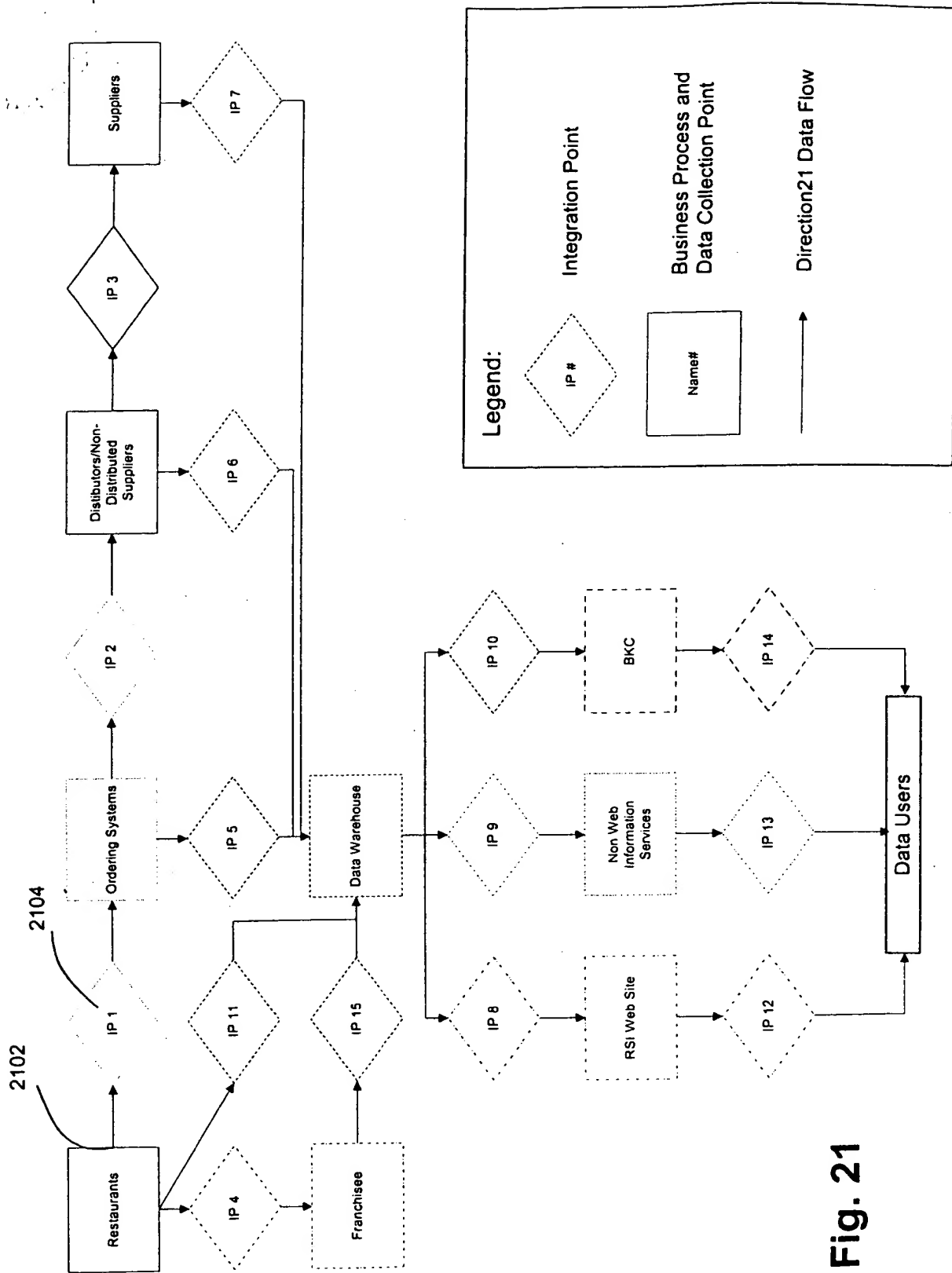


Fig. 20



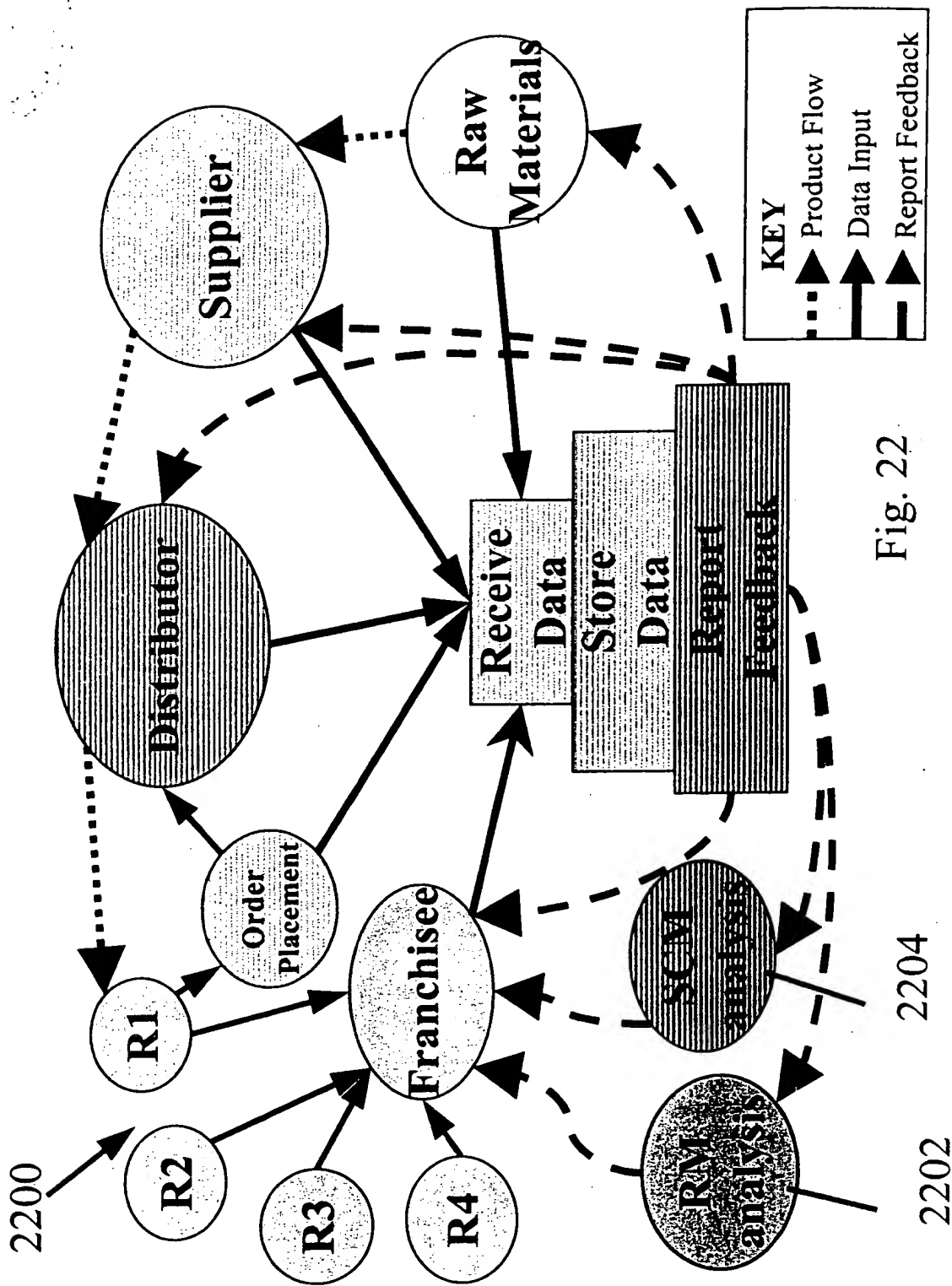
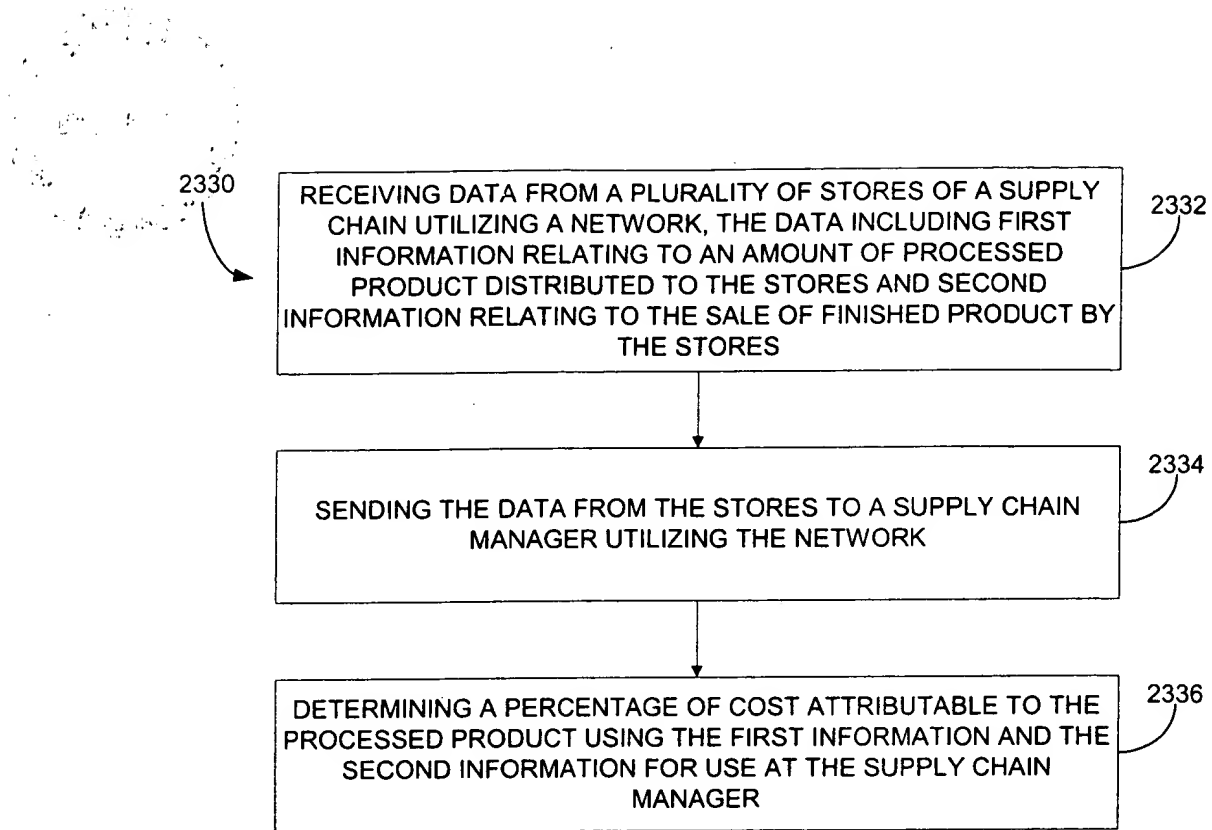


Fig. 22

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**FIG. 23**

FIG. 24

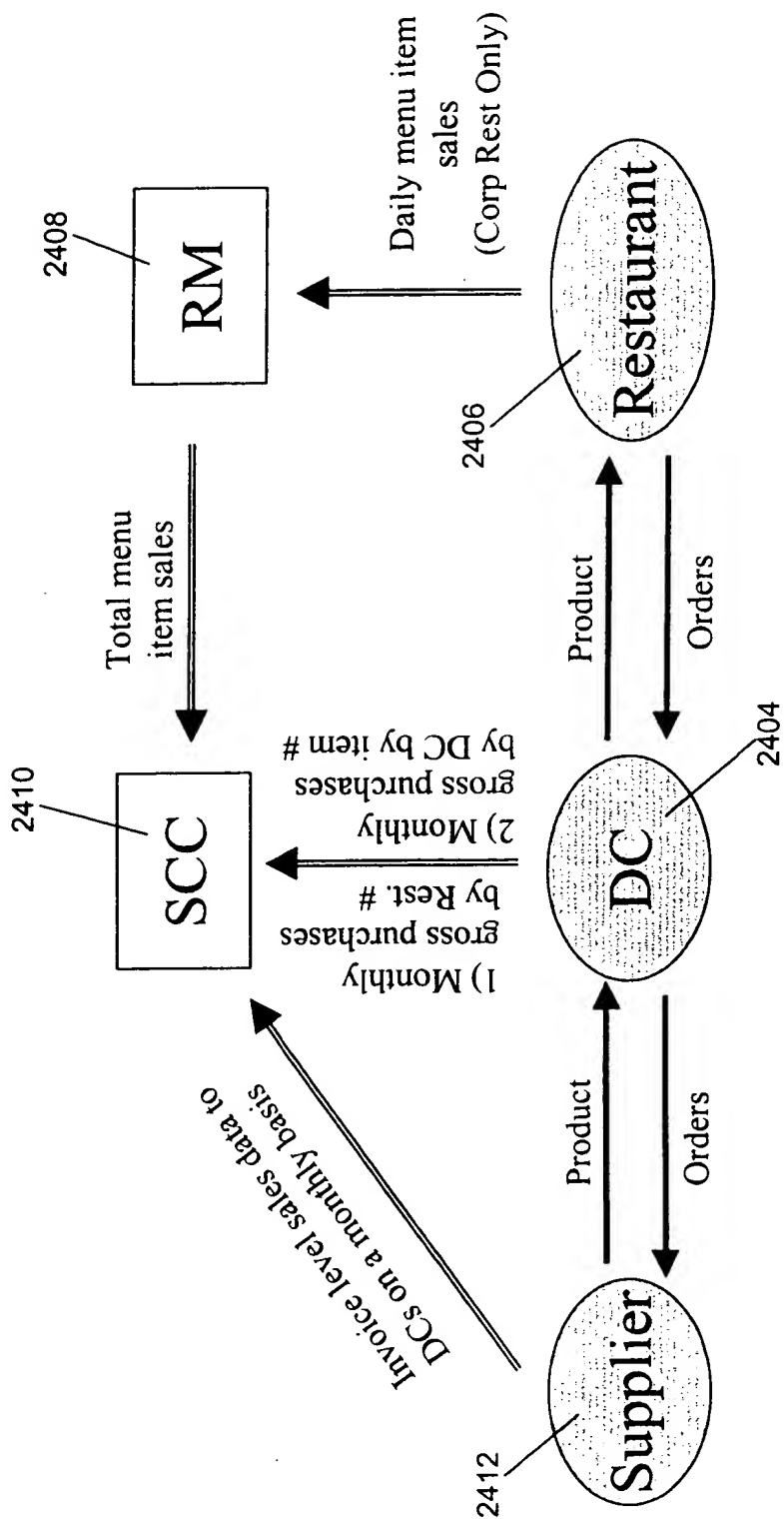
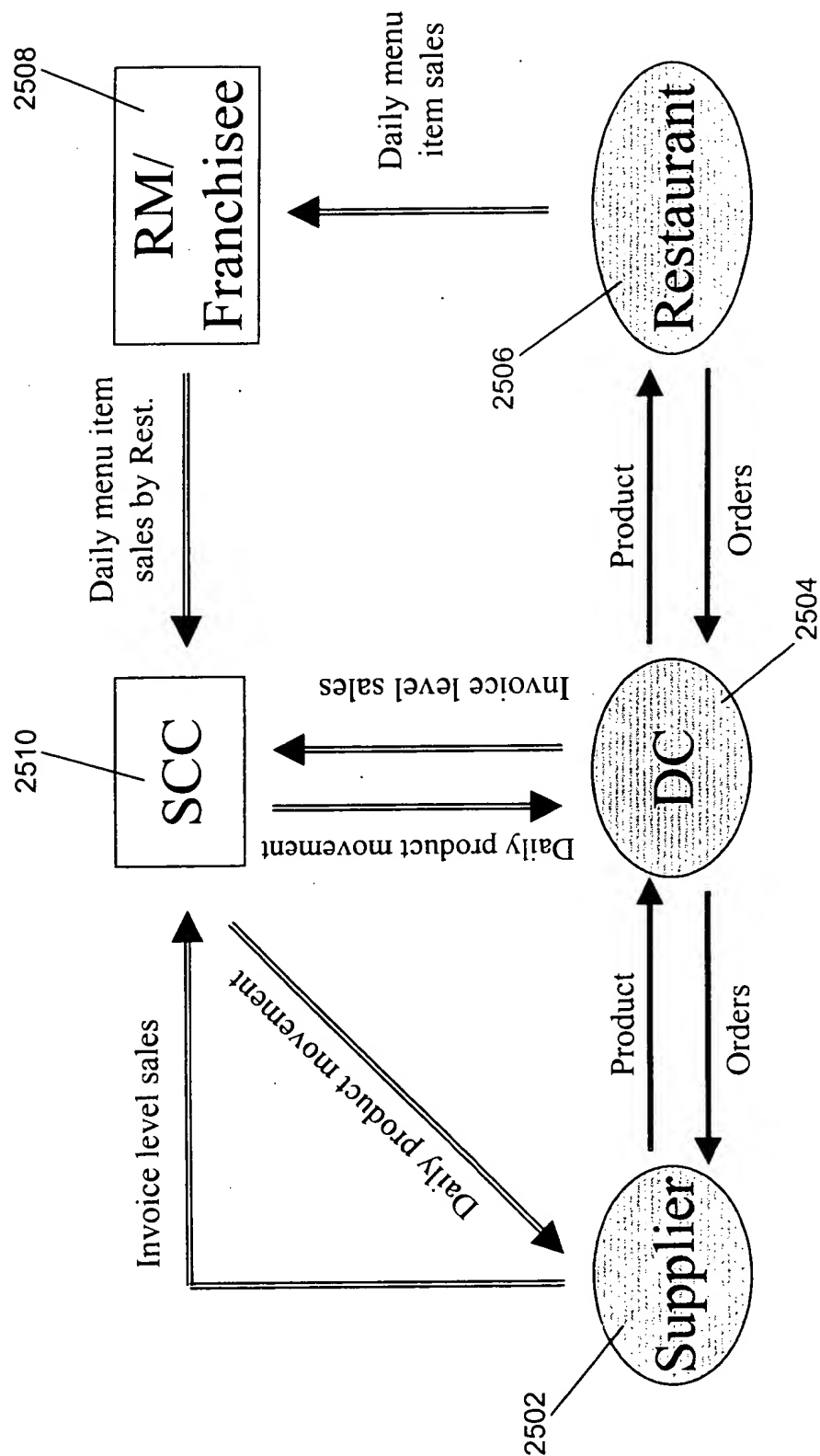


FIG. 25





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FIG. 27

2700

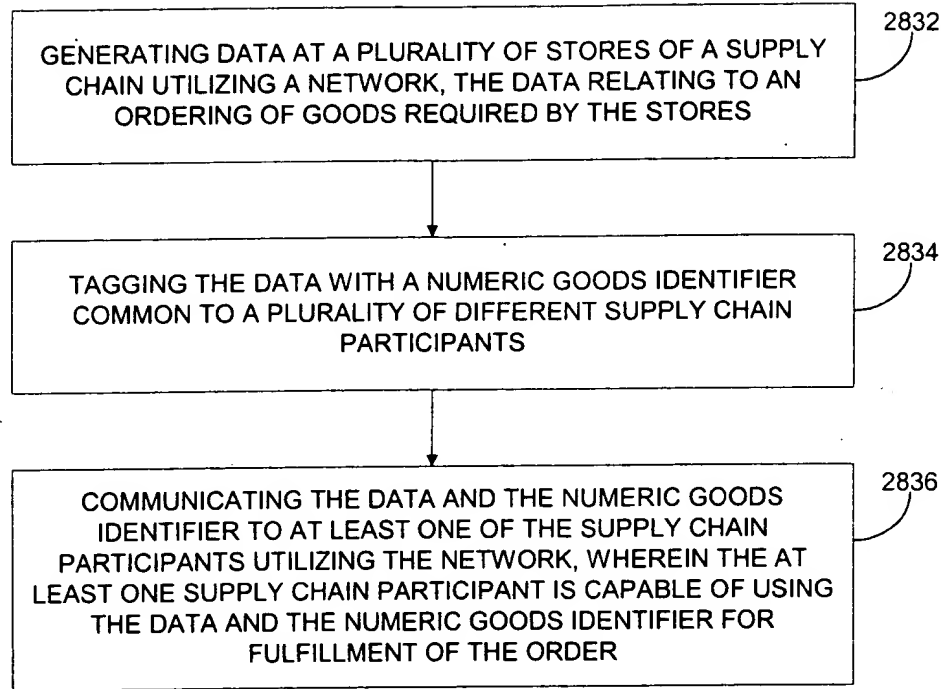
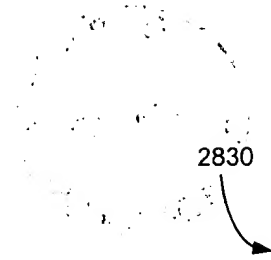
Promotional Monitor - System & Regional

		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment											
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YVWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Total												
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Total		215	211	228	269	32	34	37	37	40	60	46
Whopper		146	142	148	162	18	20	21	21	23	35	26
Whopper Total		699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Whopper Total		1,309										
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YVWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2702

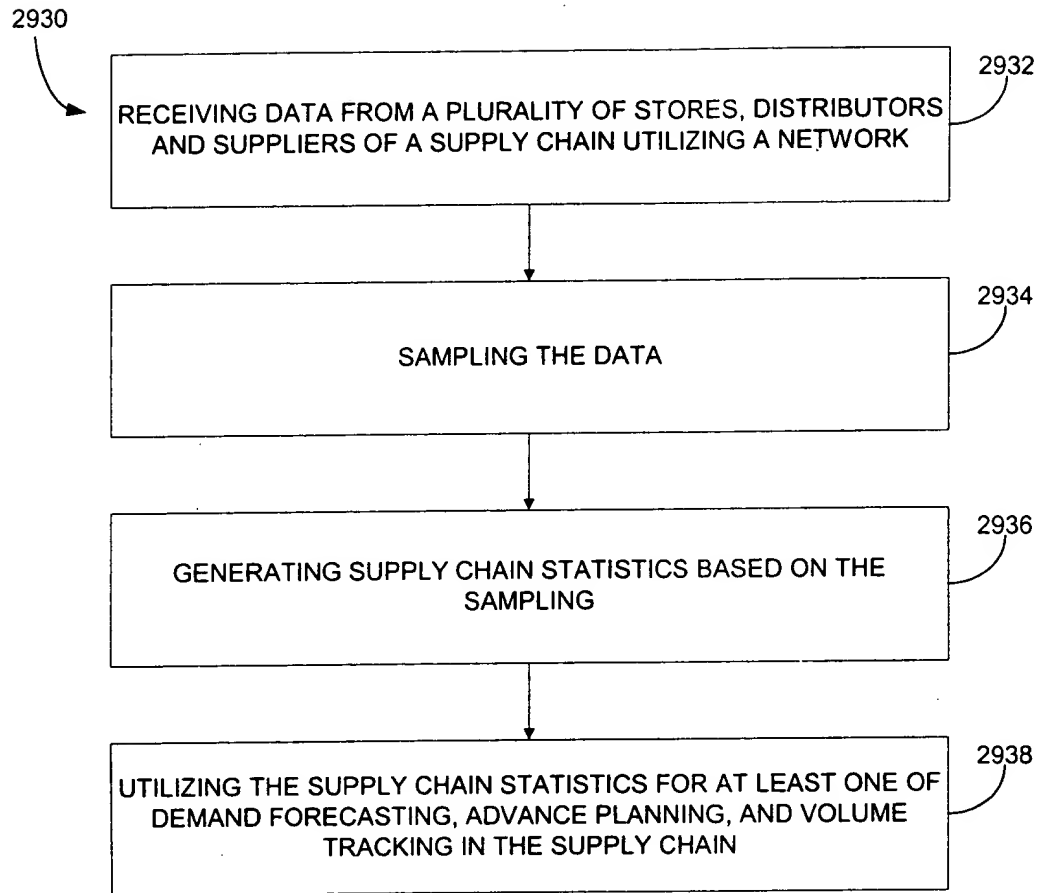


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**FIG. 28**

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**FIG. 29**

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3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

109070" 4685T860

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

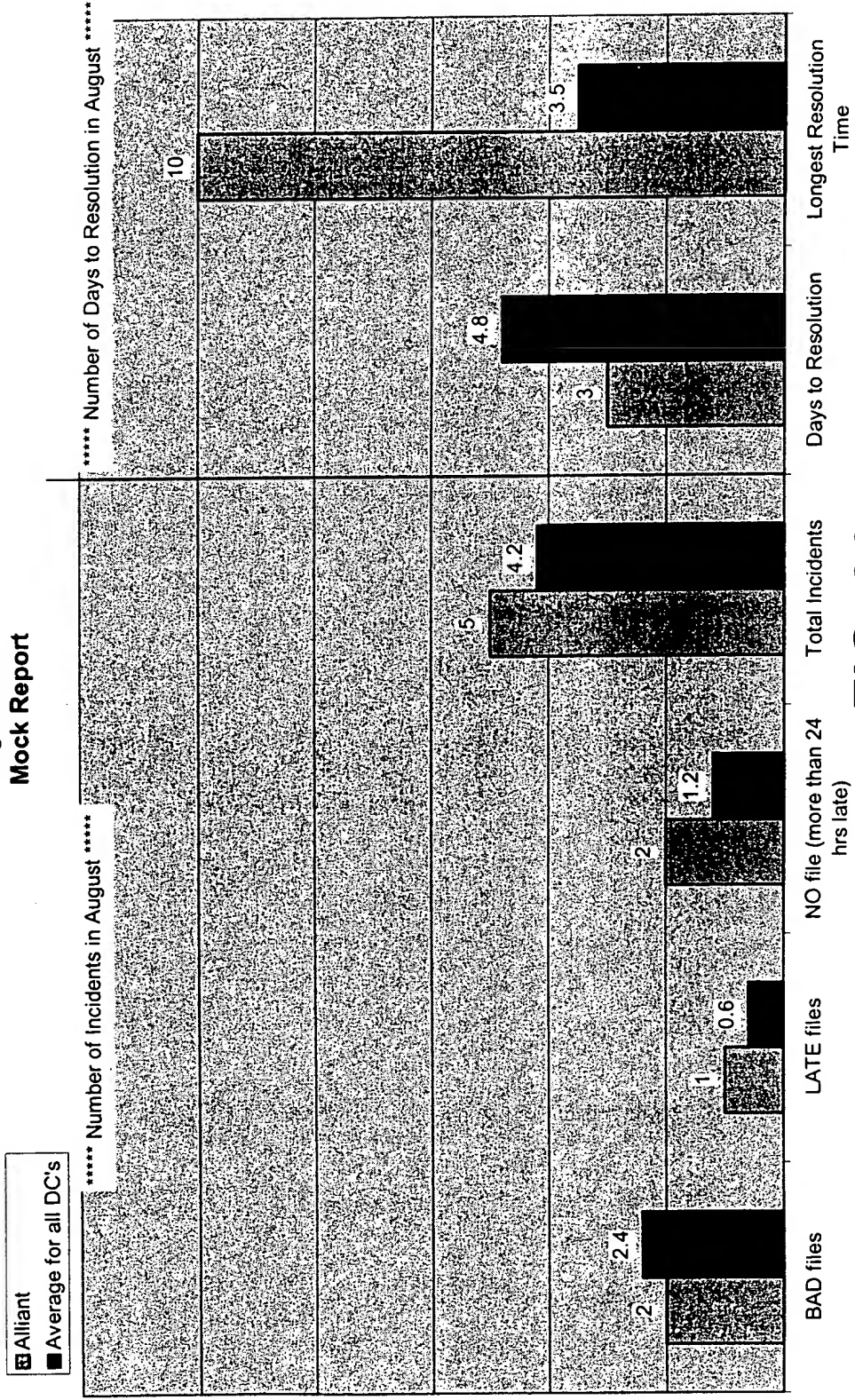


FIG. 31

FD3020" 2685T850

3200



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.77%
Shamrock Commerce City		99.18%	78.13%
Shamrock Phoenix	98.81%		
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

**Inventory Management:**

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22
40
32

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

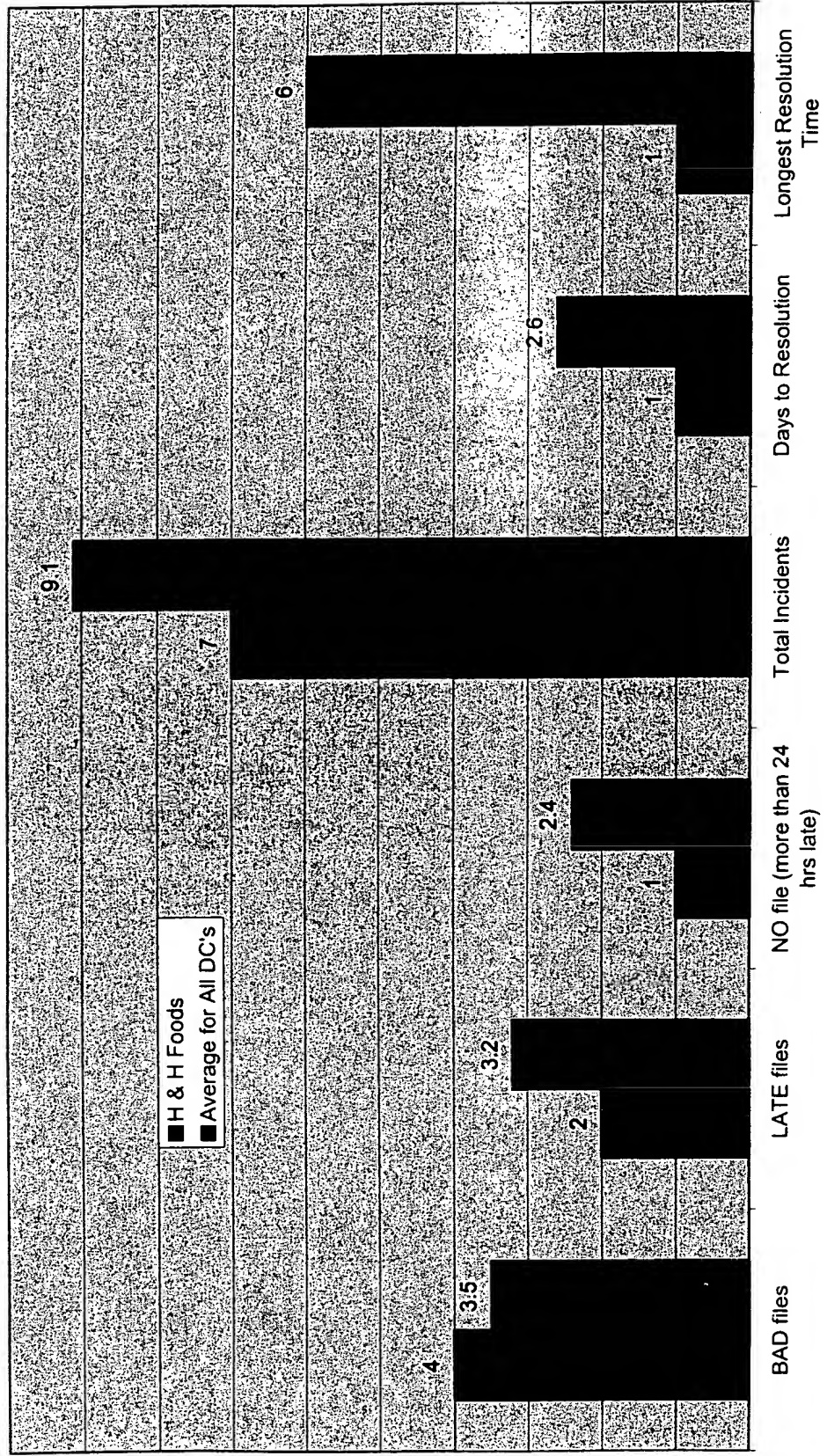
\$ 42,513
\$ 12,589
1.25%

FO9070" 2685T860

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 ↗



709040" 26857860

FIG. 35



3500

# Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEM MEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC-TISSUE			
CLOUGHERTY PACKING			
BEVERAGE AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



FO9D40" 2685T860

3600

## Mock Report/1

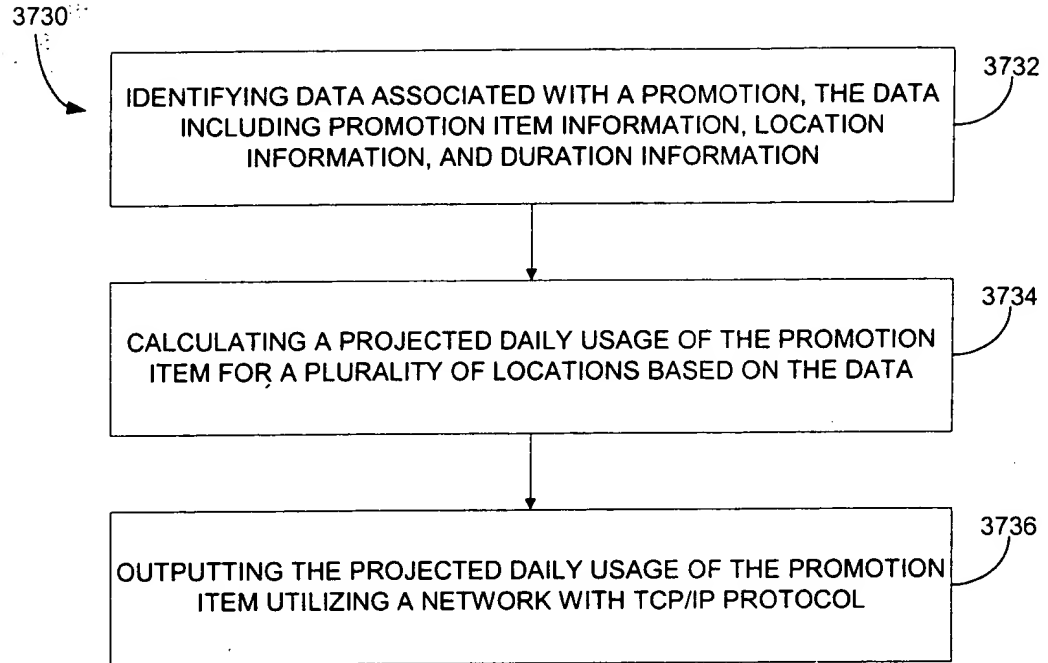
	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

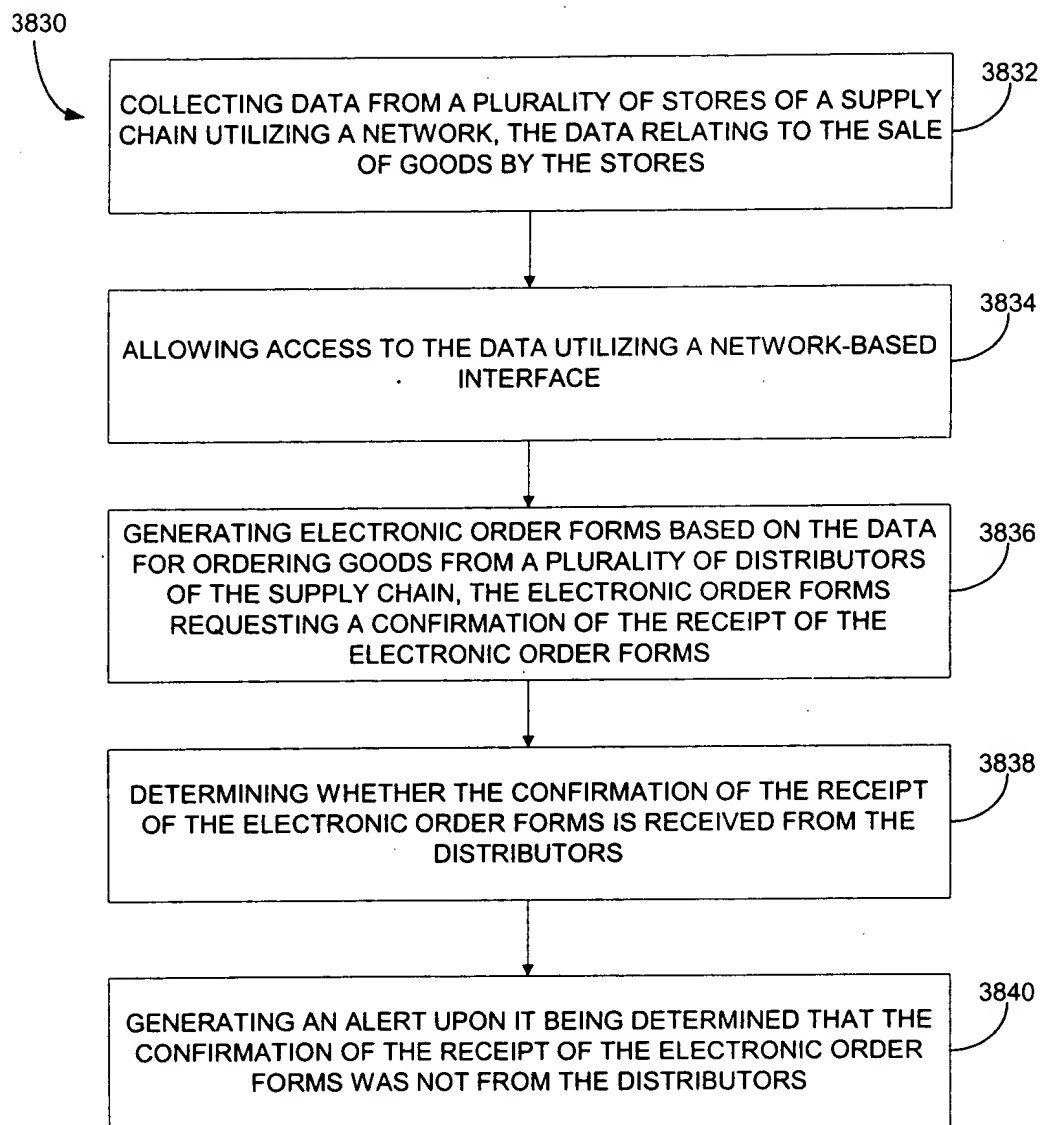
FIG. 36

FIG. 37

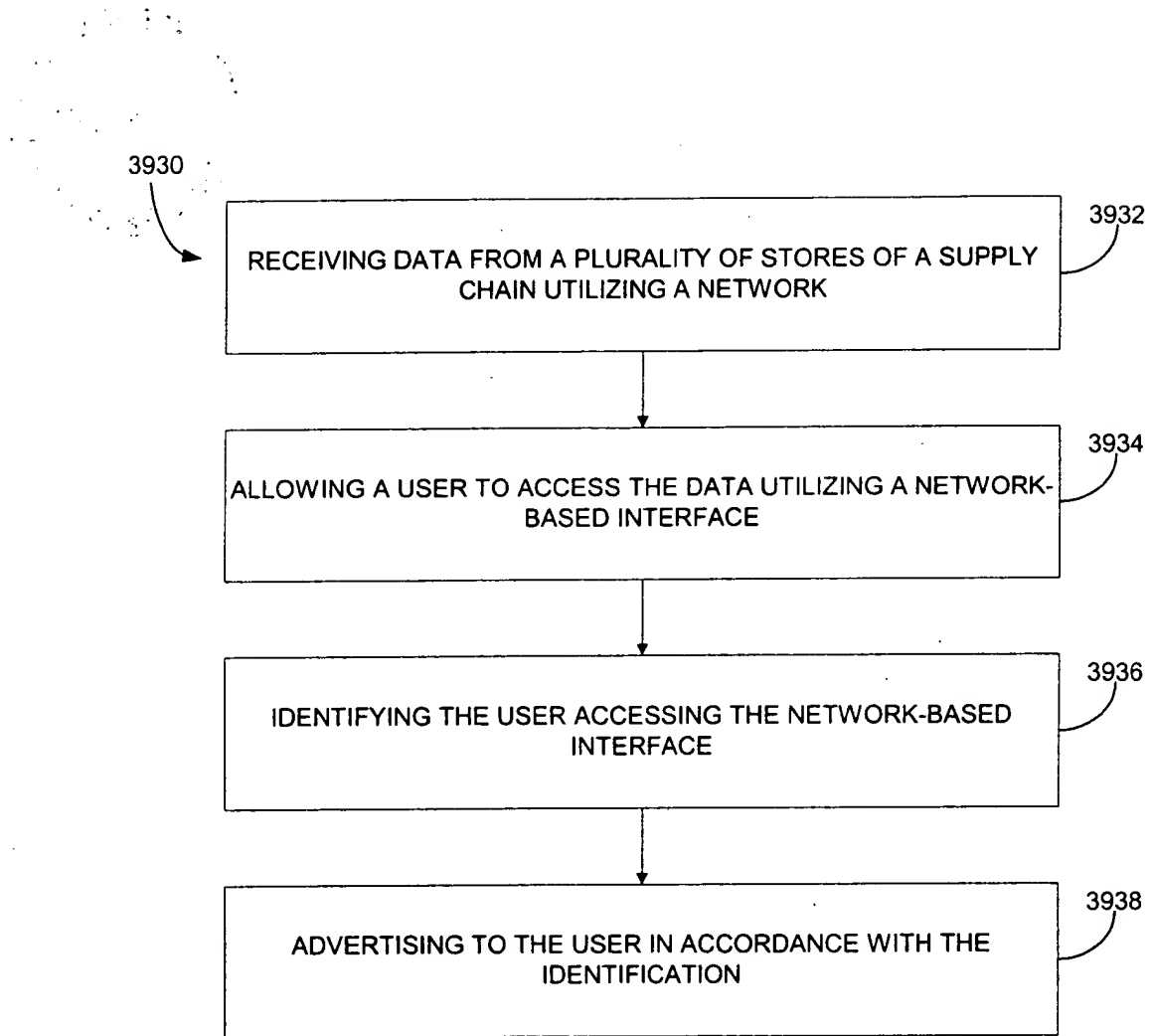


**FIG. 37**

09815897 070601  
T09070 4685T860

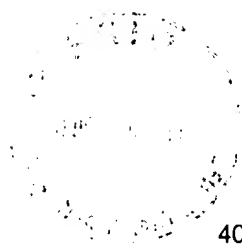


**FIG. 38**

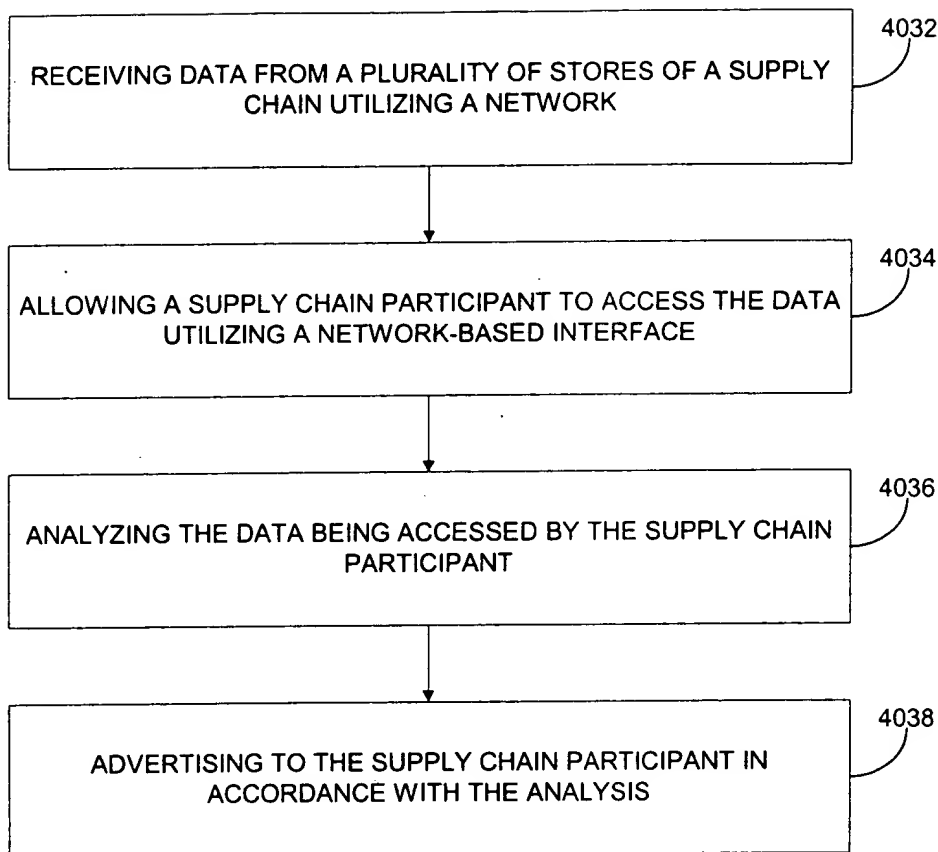


**FIG. 39**

09815897.070601

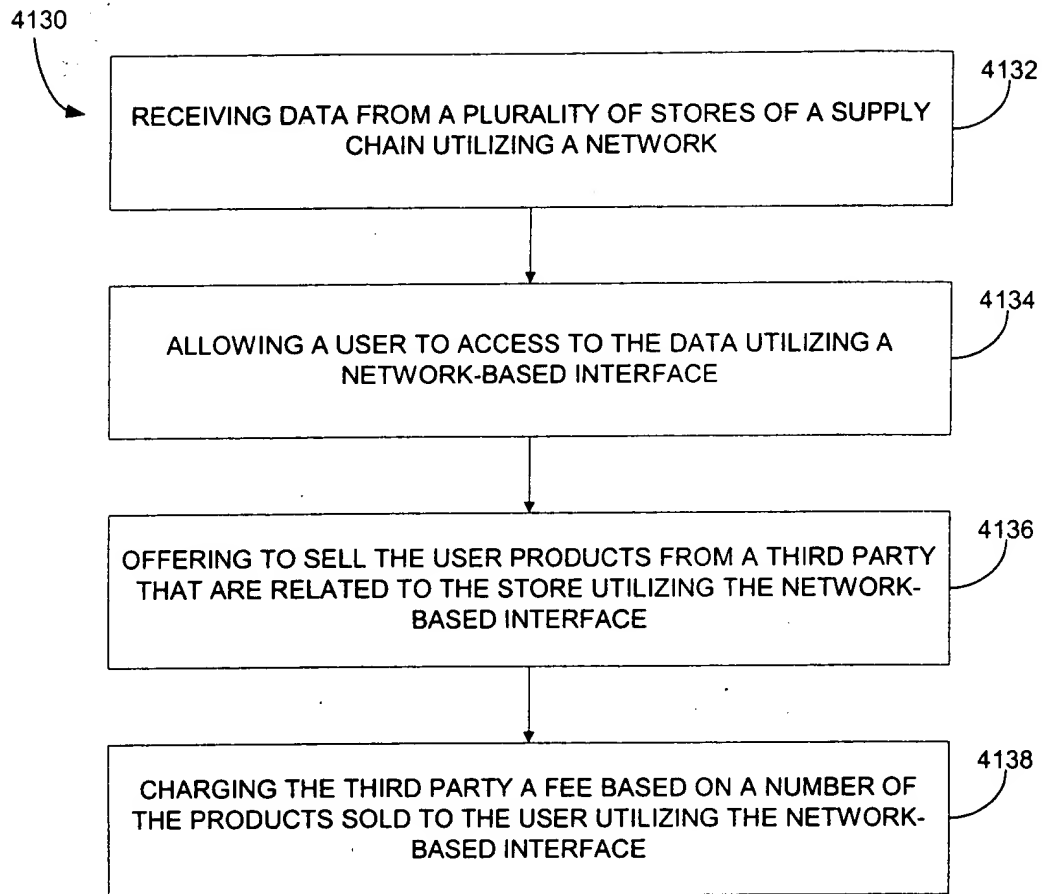


4030



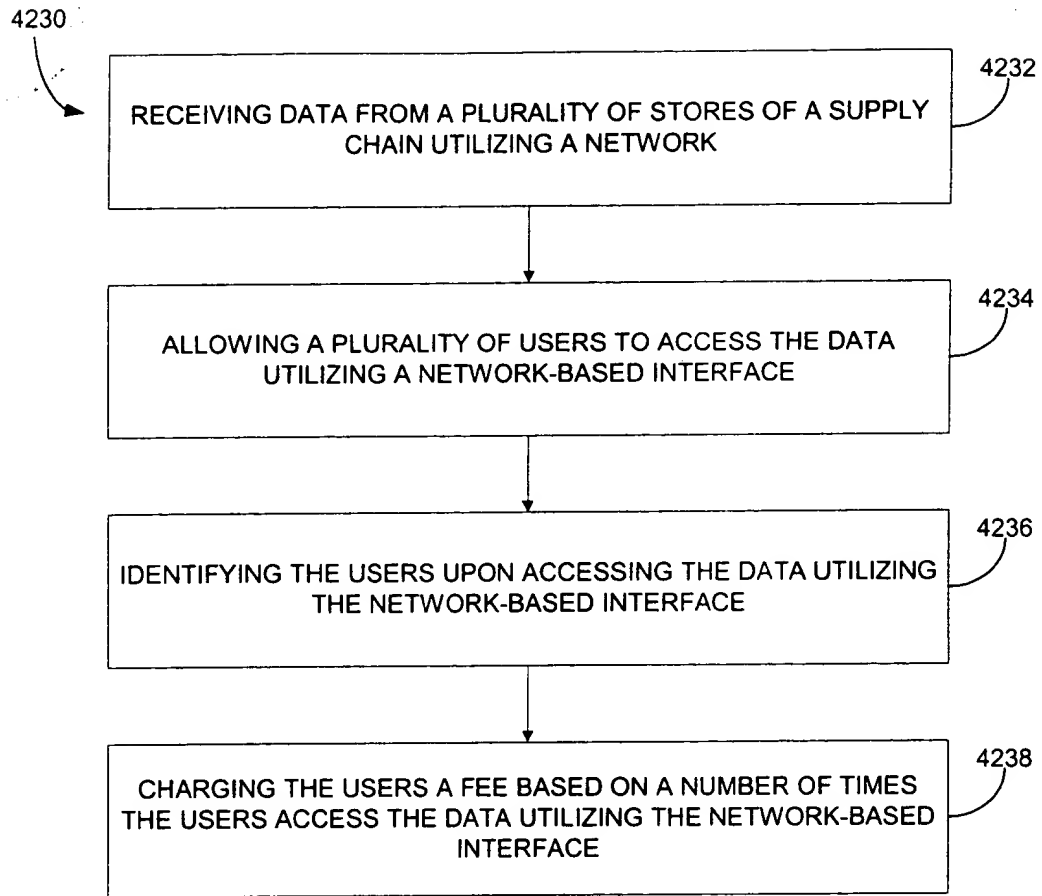
**FIG. 40**

09815897.070601  
T09070"268T860

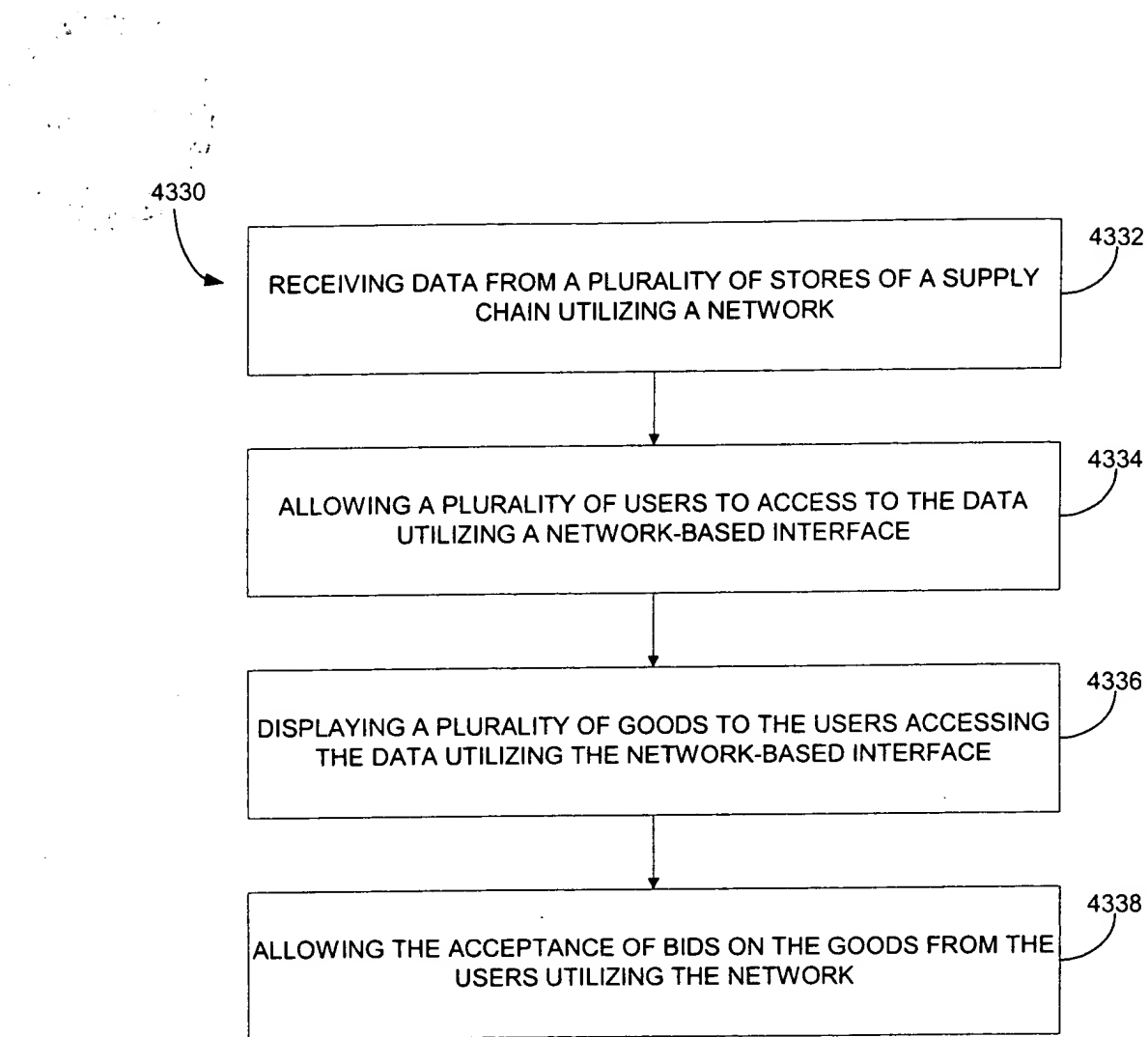


**FIG. 41**

09315897.070601



**FIG. 42**

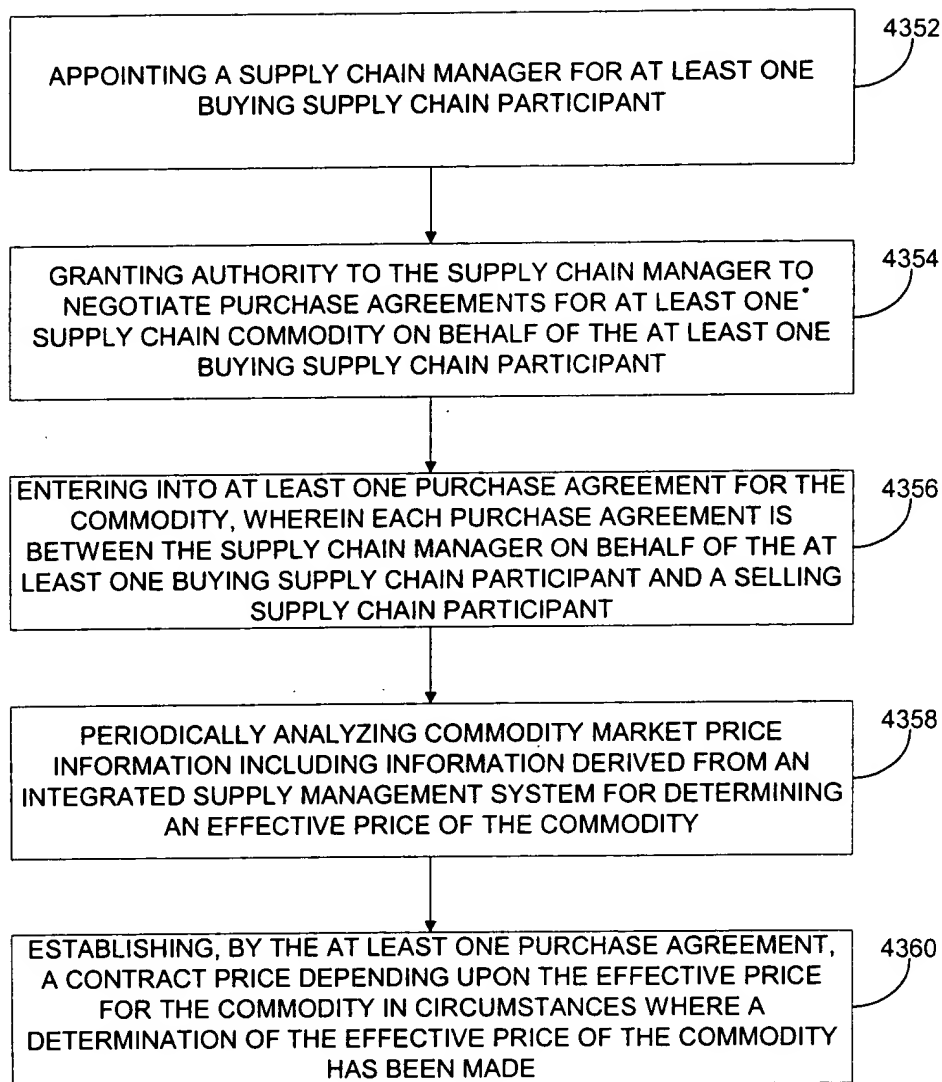


**FIG. 43A**

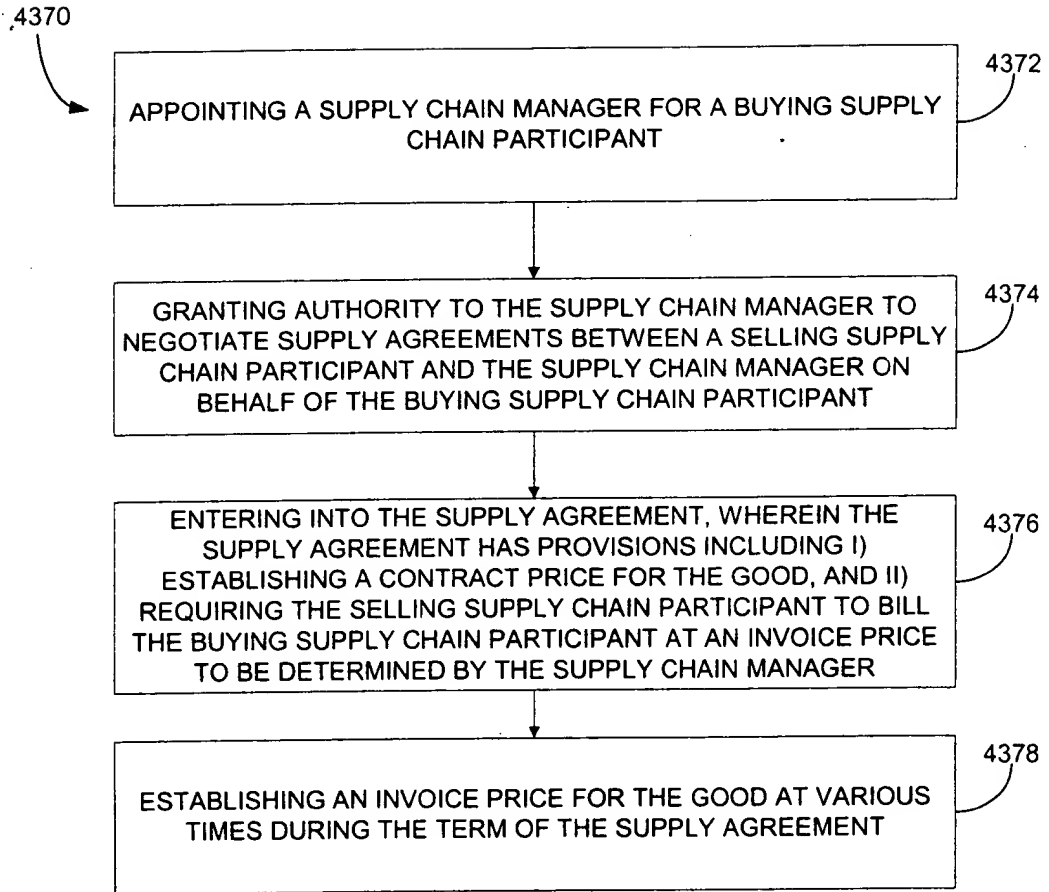


FIG. 43B

4350



**FIG. 43B**



**FIG. 43C**

FIG. 43D

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

4394

FIG. 43D

FIG. 44

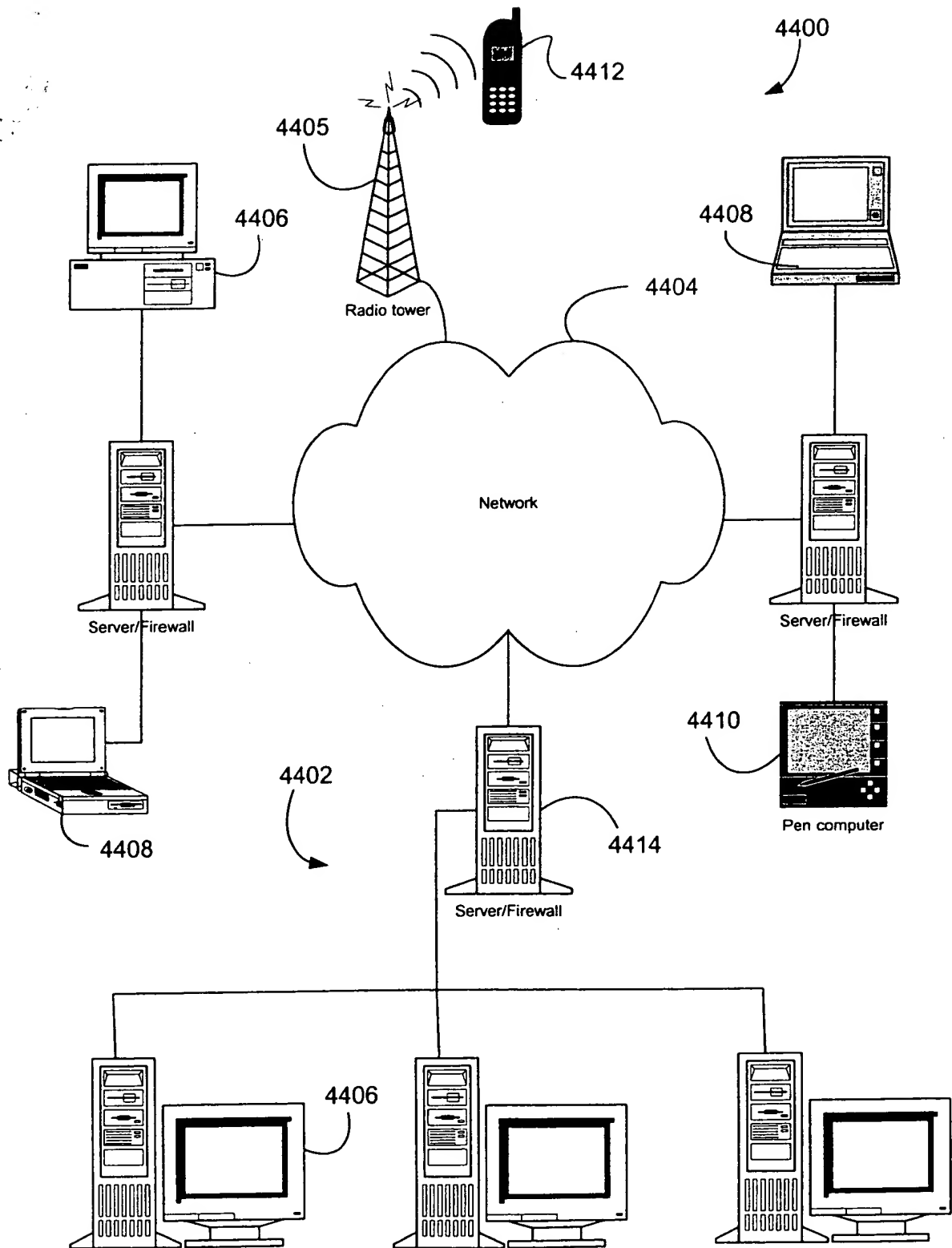


FIG. 44

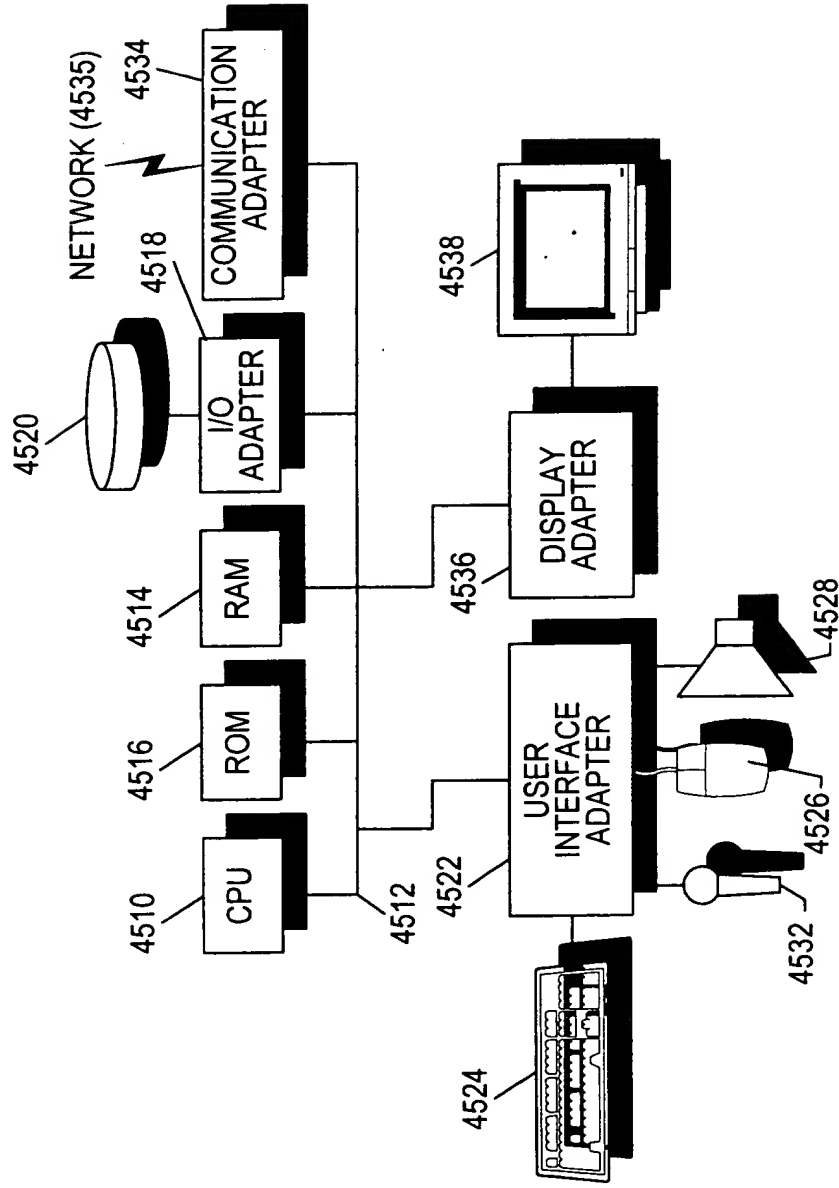
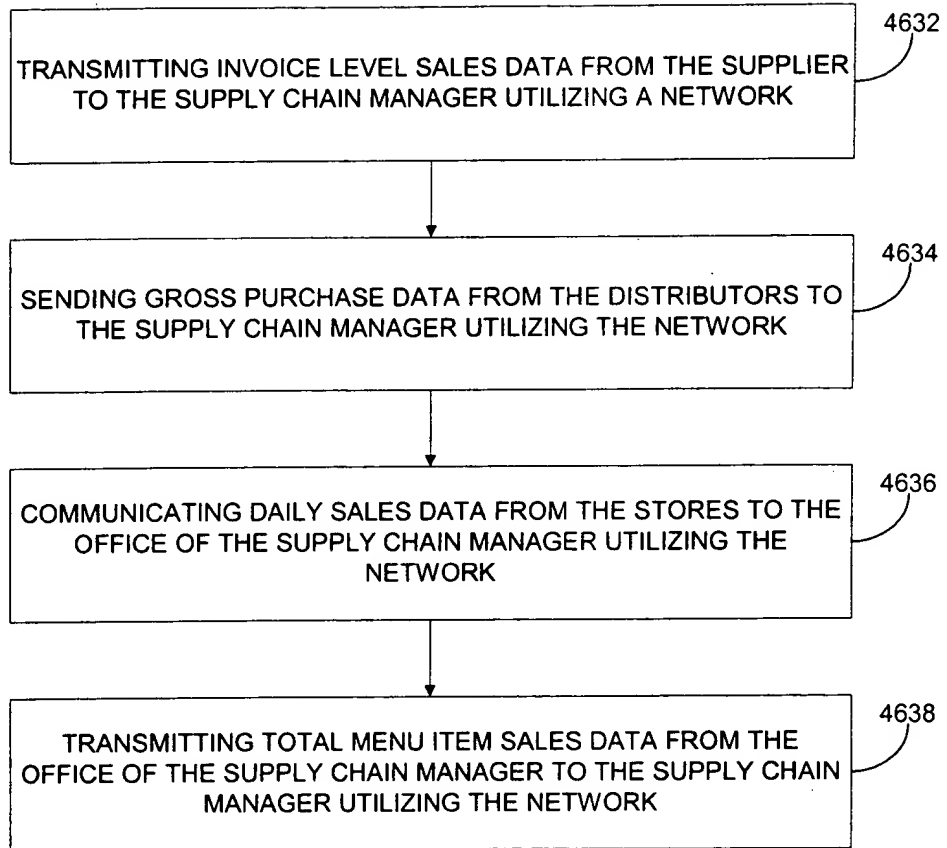


FIG. 45

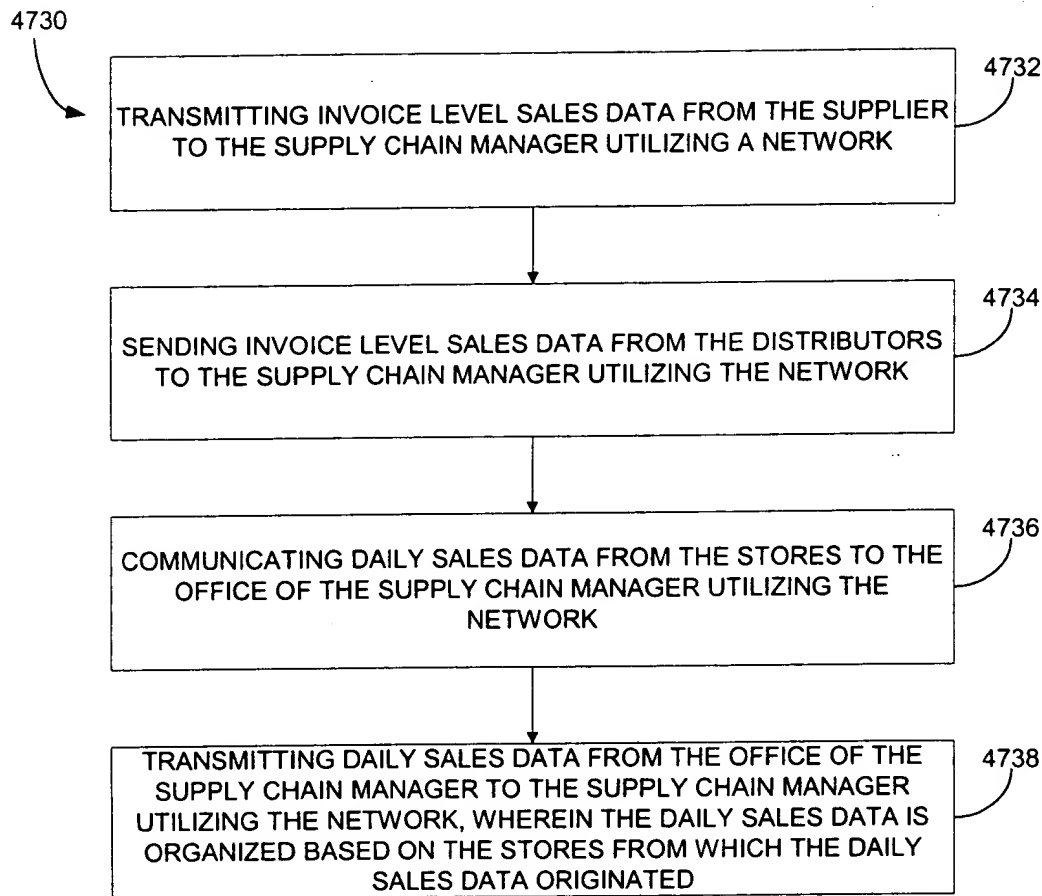
09315297.070601



4630



**FIG. 46**



**FIG. 47**

4830

ALLOWING A USER TO LINK TO A PLURALITY OF RESTAURANT  
INTERFACES INCLUDING INFORMATION RELATING TO AT LEAST  
ONE DISTRIBUTOR

4832

DISPLAYING AT LEAST ONE DISTRIBUTOR LINK ON EACH  
RESTAURANT INTERFACE, EACH DISTRIBUTOR LINK CAPABLE OF  
LINKING TO A DISTRIBUTOR INTERFACE INCLUDING  
INFORMATION RELATING TO AT LEAST ONE SUPPLIER

4834

DEPICTING AT LEAST ONE SUPPLIER LINK ON EACH DISTRIBUTOR  
INTERFACE, EACH SUPPLIER LINK CAPABLE OF LINKING TO A  
SUPPLIER INTERFACE

4836

**FIG. 48**



**FIG. 49**

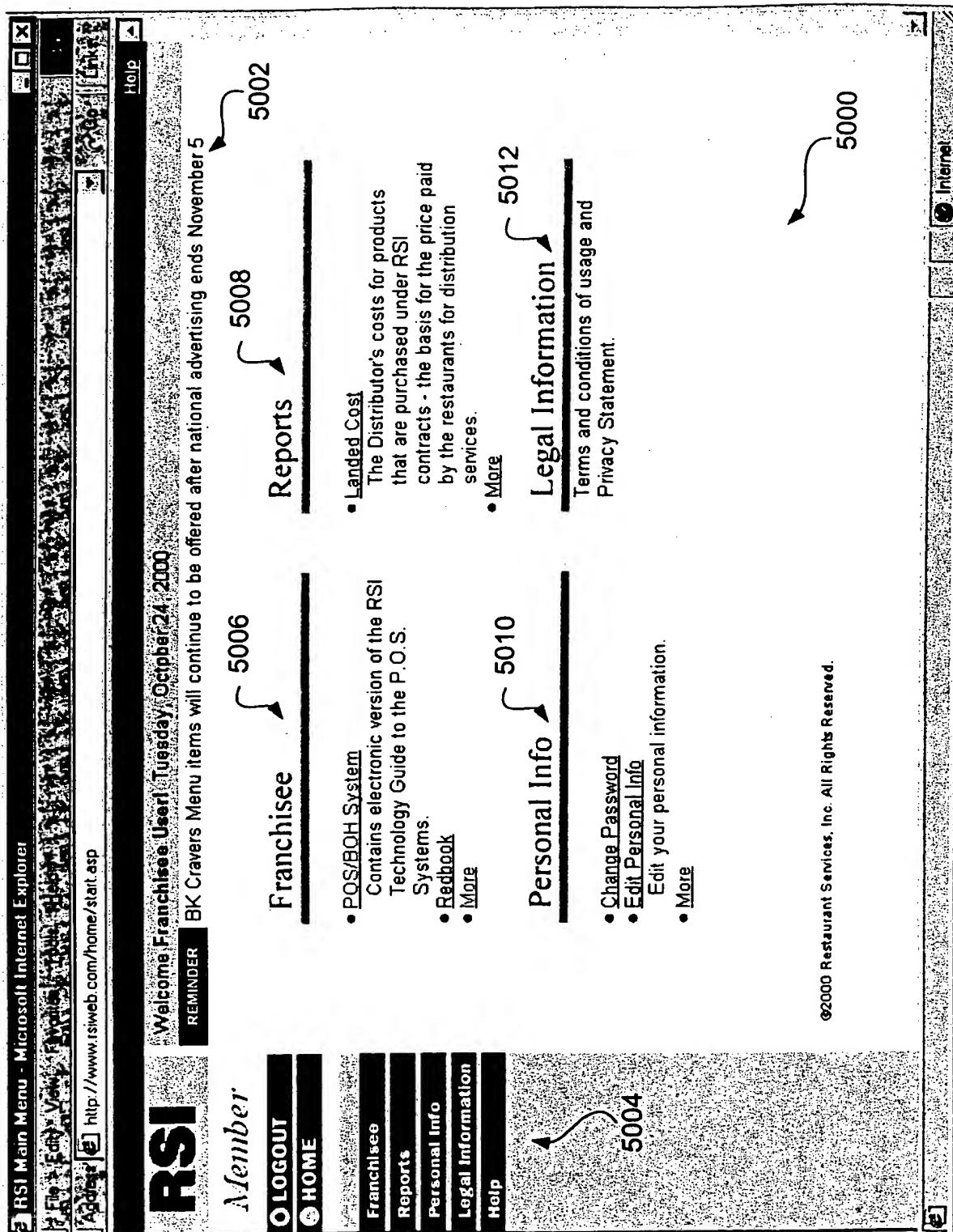
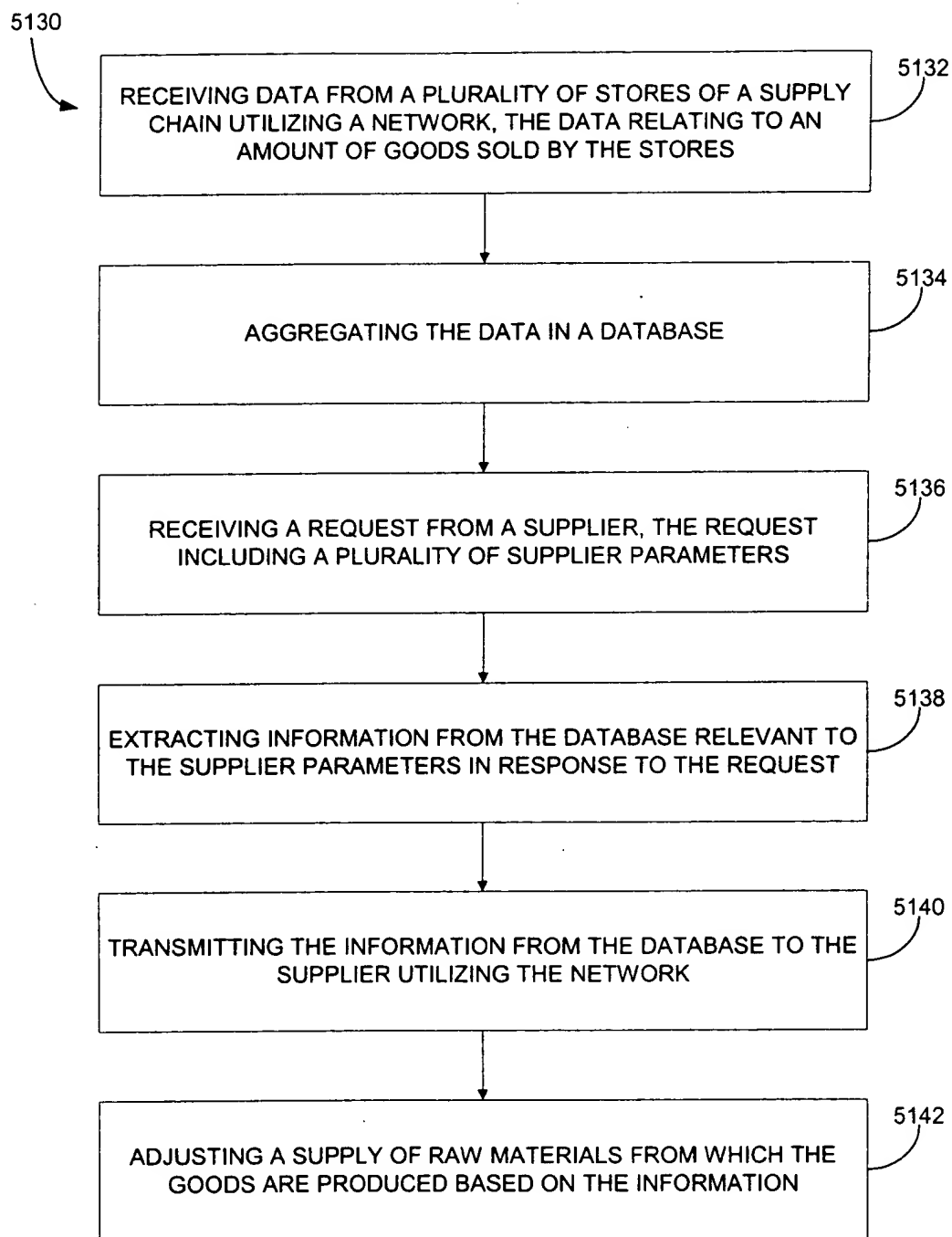
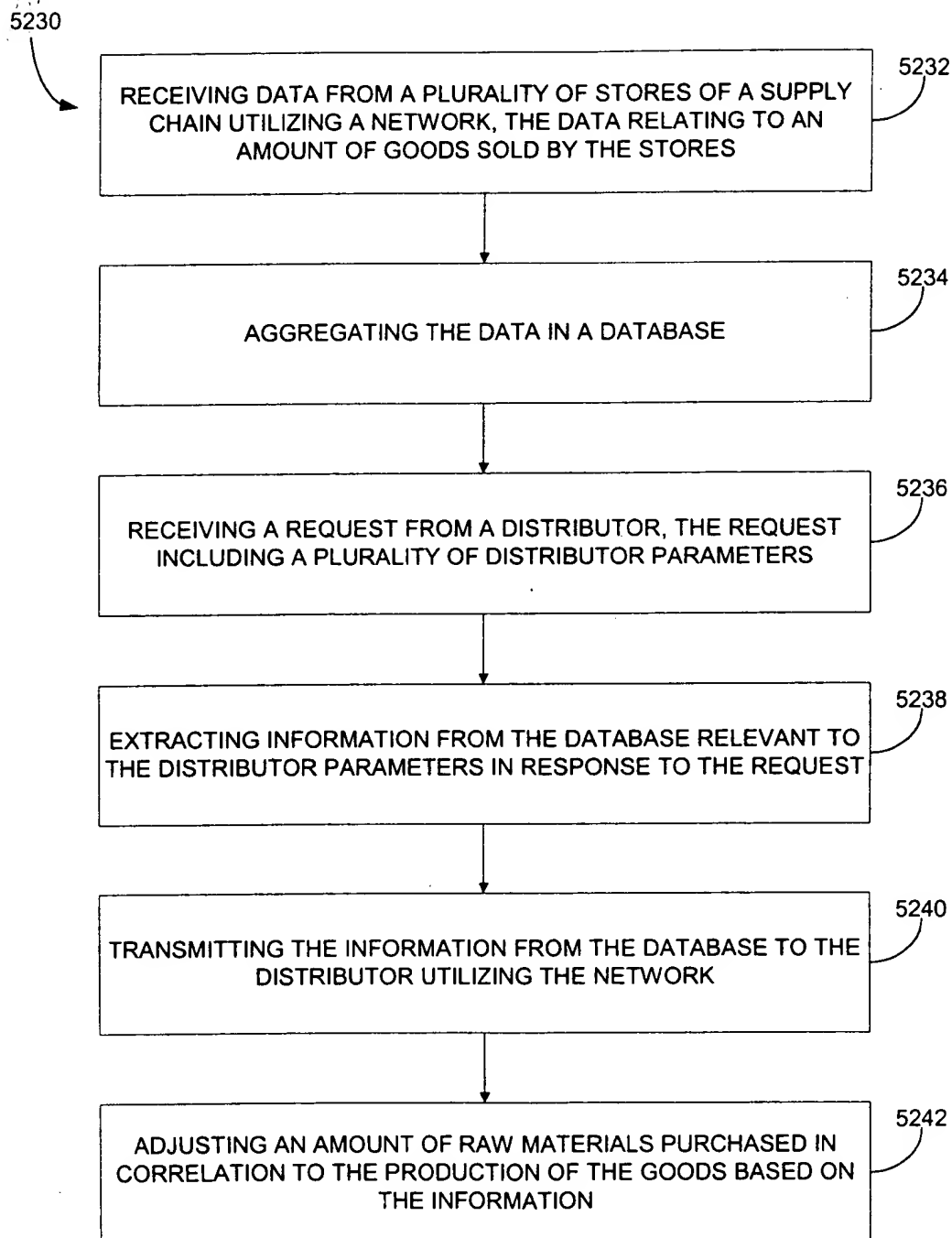


FIG. 50



**FIG. 51**



**FIG. 52**

109040" 46857860

**RSI**  
Distributor

**LOGOUT**  
**HOME**

**Reports**  
**Personal Info**  
**Legal Information**  
**Help**

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Address: http://www.rsweb.com/dc/d\_rptosdaily.asp

Printer Friendly Version

POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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Item No	Item Description	14 Day Avg	14 Day Rolling Total Cases														Week Ending Total	
			10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/23	10/24
18988	SAUCE: BBQ BULK BULLSEYE	0.00%	12	19	21	23	19	14	14	13	14	14	21	16	13	13	109	80
20788	MUSTARD: BULK BK	0.00%															110	104
24340	MAYONNAISE: BULK BK	0.00%	134	167	211	173	166	164	153	160	200	206	175	155	151	1184	1146	
24960	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	178	
25319	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	9	9	11	12	11	10	9	9	70	71	
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	
27682	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	116	104	102	101	100	138	130	116	108	102	786	771	
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	180	143	142	139	144	197	197	100	142	140	1112	1070	
																	1078	1044

Done

Internet

FIG. 53

109020" 4585760

Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address

http://rest.rsilink.com/dc/d\_rplpromodelall.asp?dc=26576

Done

Internet

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	99	8	
	Davenport-Rt.Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha-NE	7/10/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/23/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuq, IA	4/15/00		99	19	
	Davenport-Rt.Moline, IA	4/15/00		99	17	
	Ottumwa-Kirkville, IA	4/15/00		99	3	
Big King Total					39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	6/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

FD9020" 46851860

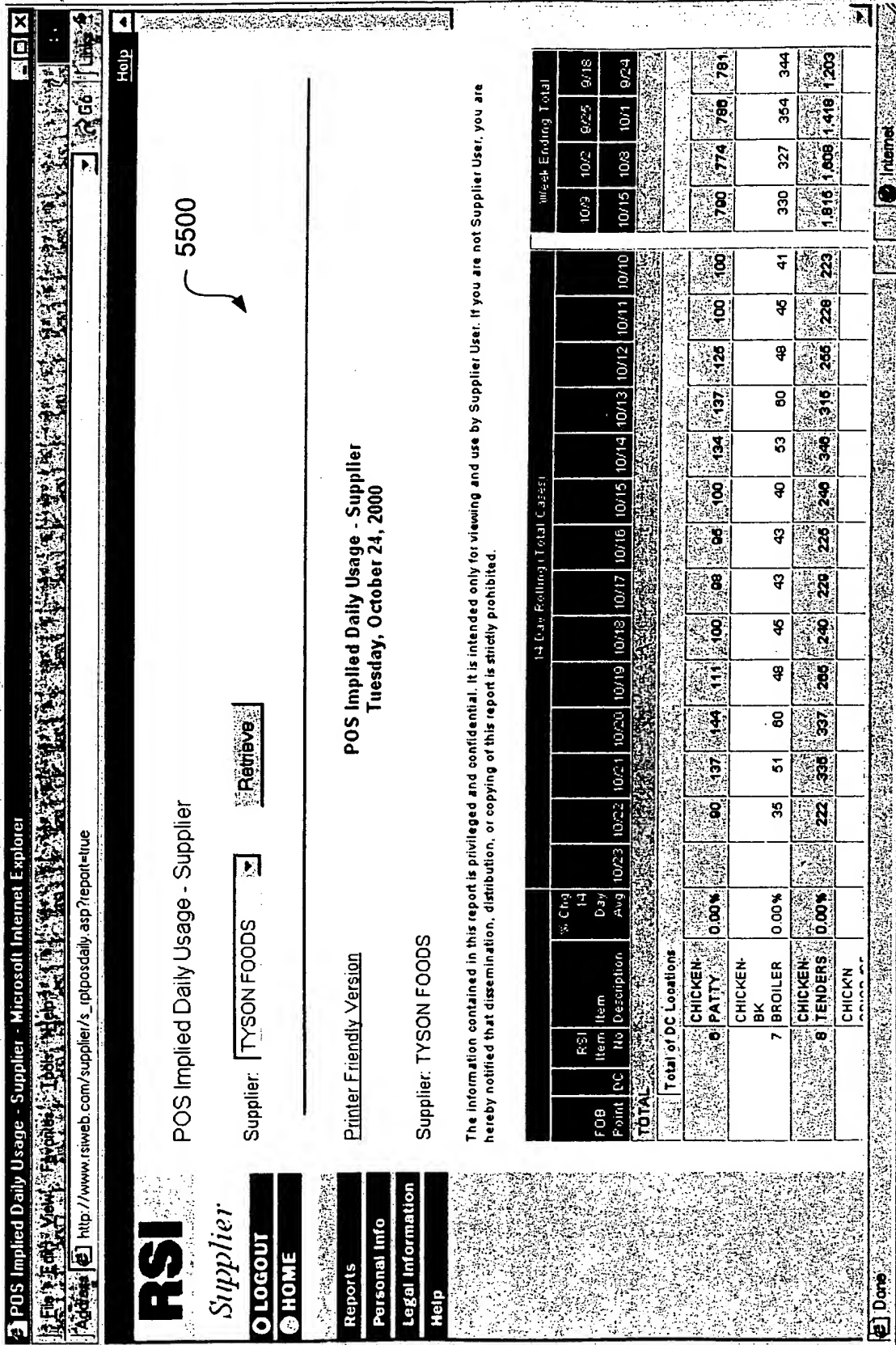


FIG. 55

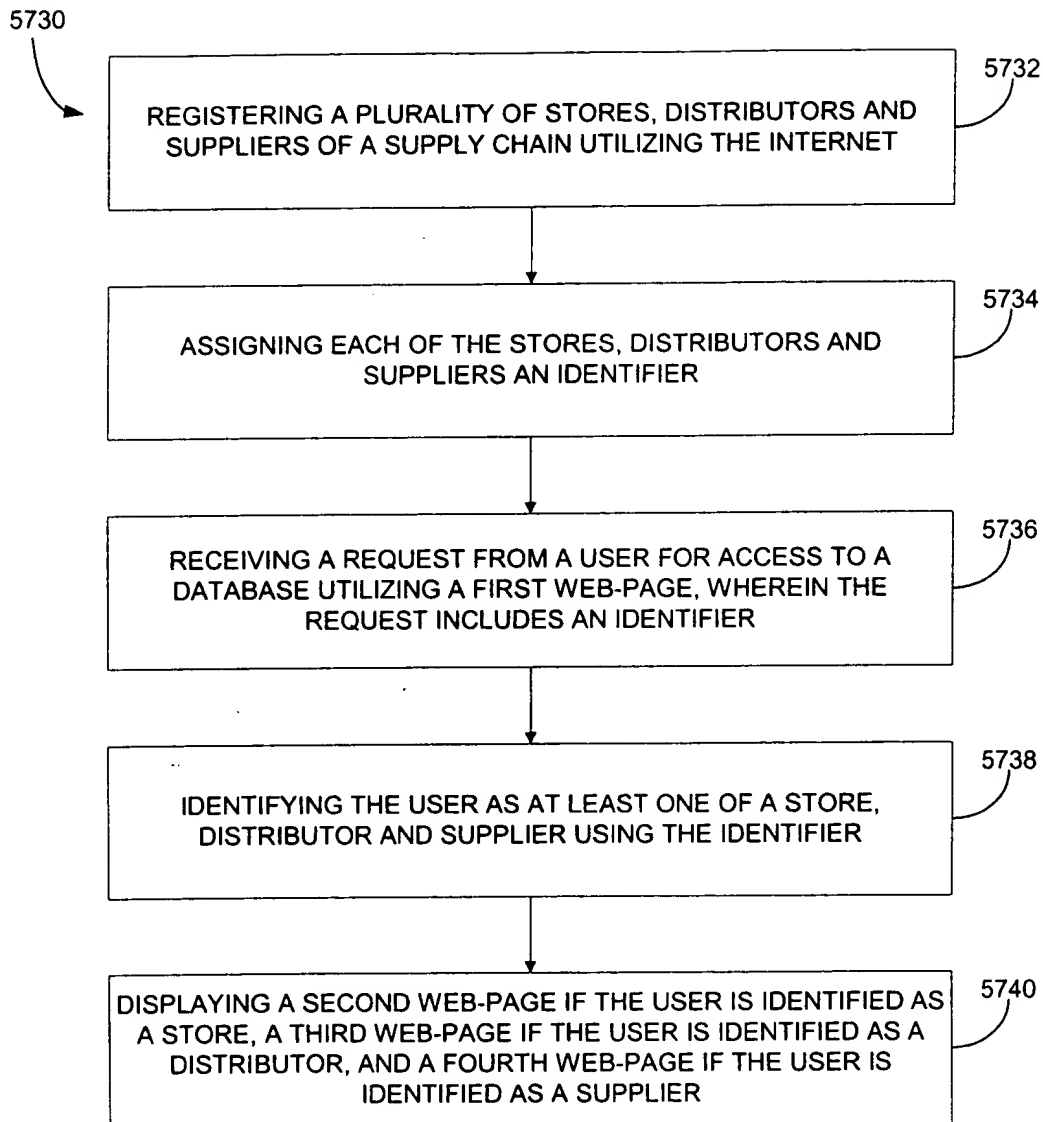


<b>RSI</b>			<b>Landed Cost Report</b>		
Member			5600		
<b>LOGOUT</b>	Restaurant Number:	[0003473]	Date: [10/22/00] <b>Retrieve</b>		
<b>HOME</b>					
<b>Printer Friendly Version Restaurant Landed Cost Verification Report</b>					
Report Date: Sunday, October 22, 2000 Restaurant Number: 0003473 Distribution Center: REINHART - CEDAR RAPIDS, IA  Report Contact: Robert Harris Contact Number: 305-529-3409					
The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.					
DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X .105"	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
16866	369	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20769	87	MUSTARD-BULK-3GAJL	\$8.45	\$1.57	\$6.02
20840	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	85	SAUCE BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$8.41	\$1.57	\$7.98

FIG. 56



109020" 2685T860



**FIG. 57**

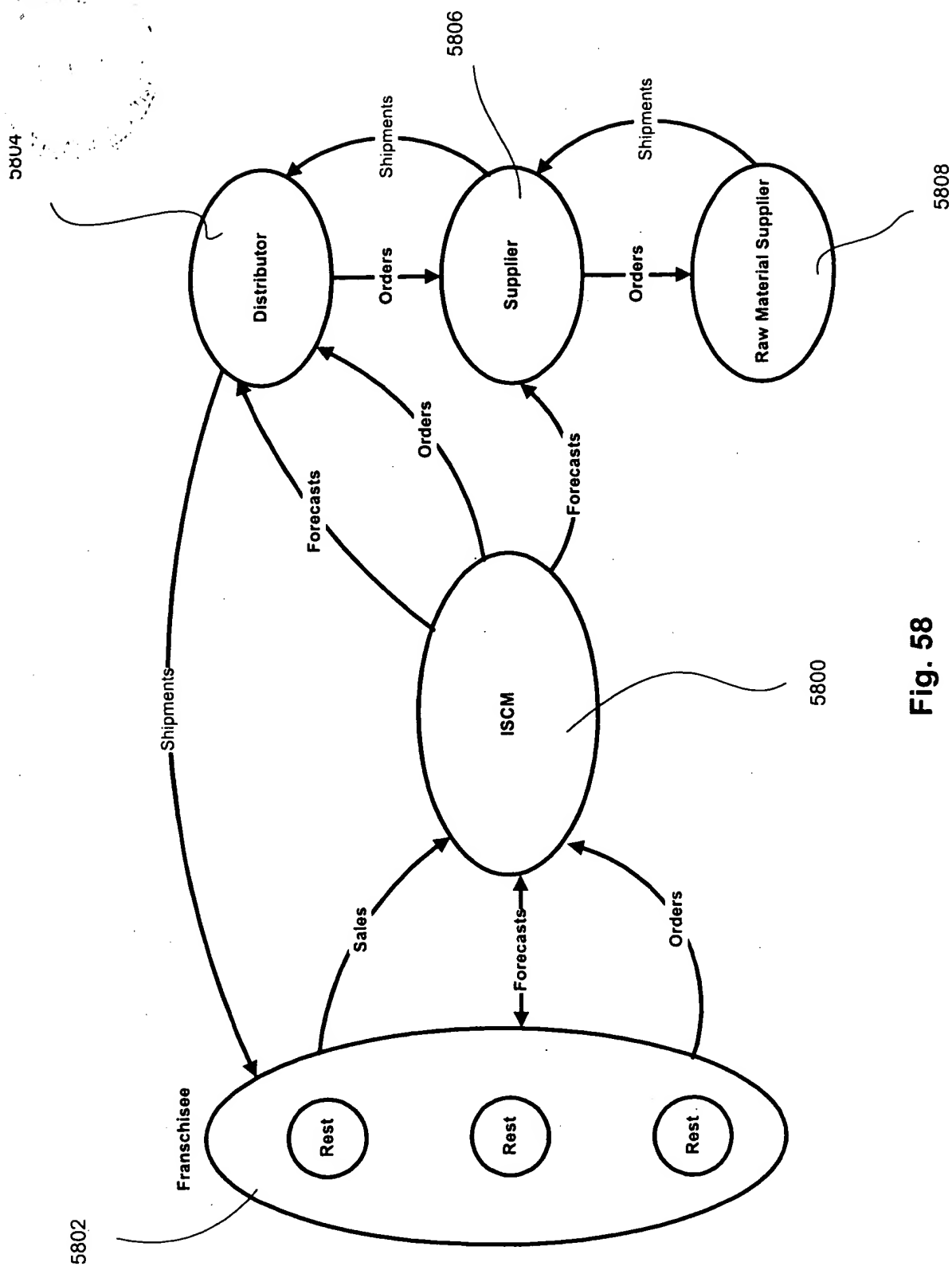
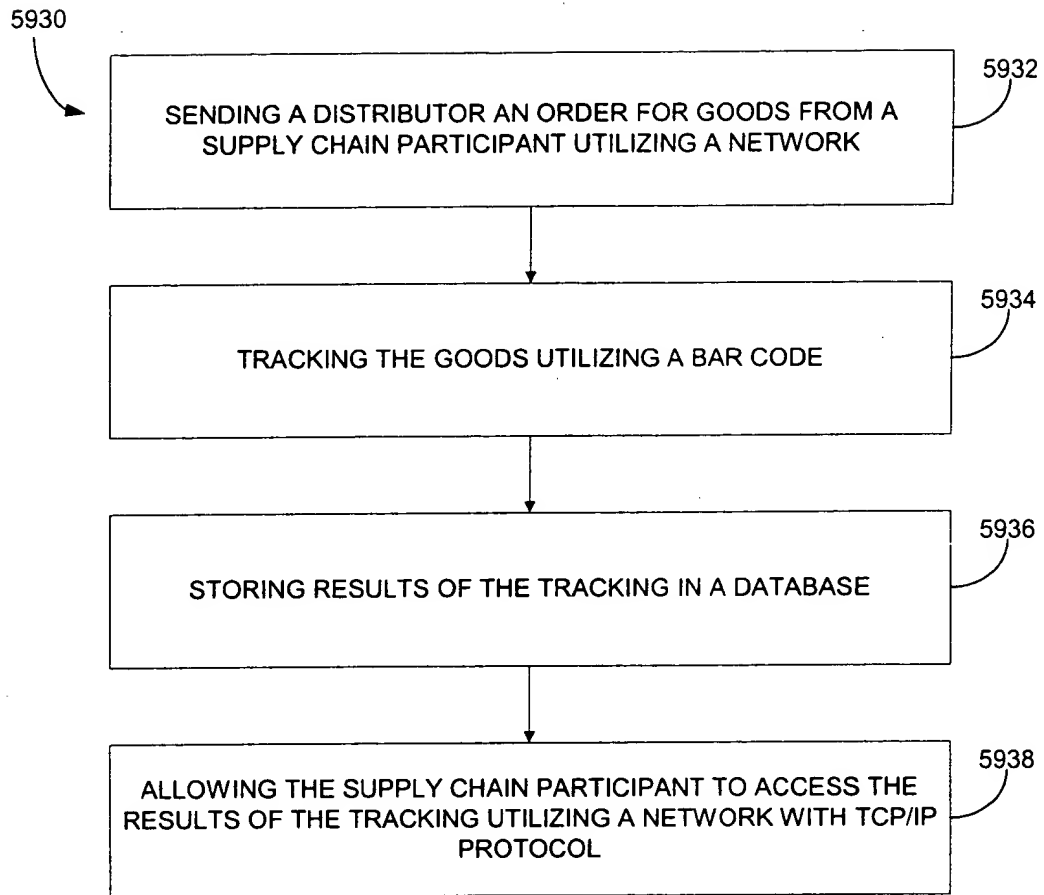


Fig. 58

FIG. 59



**FIG. 59**

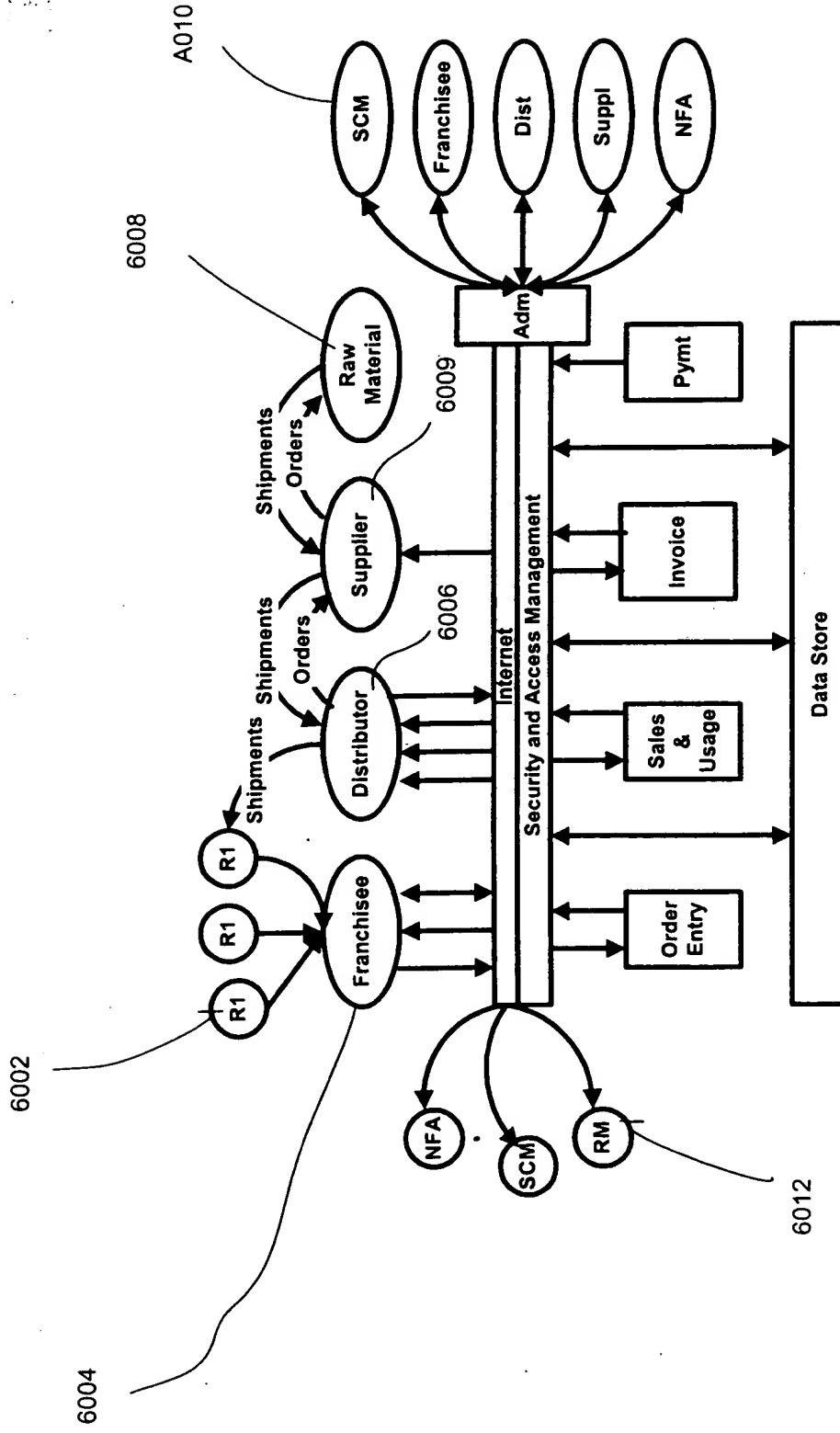


Fig. 60

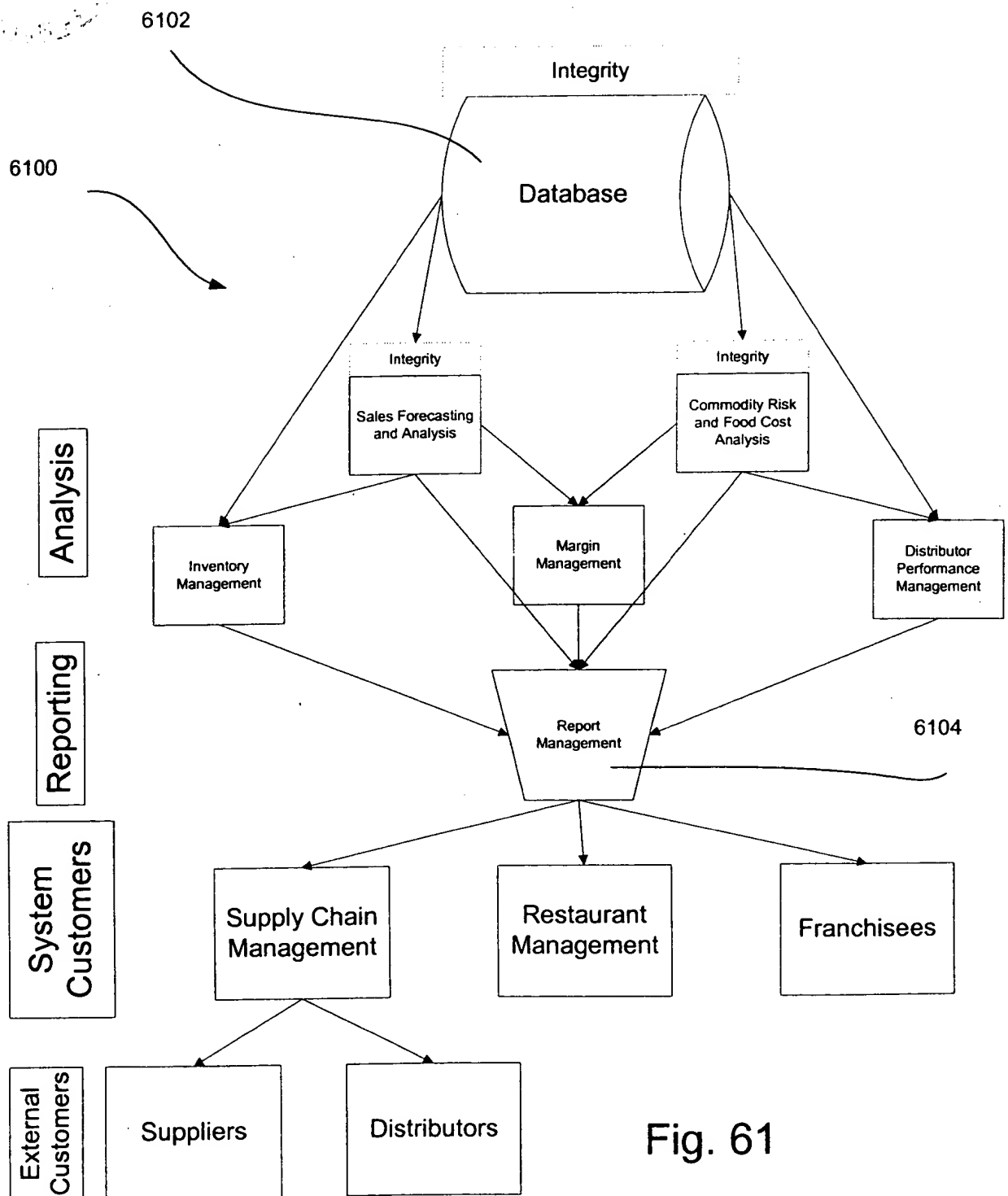
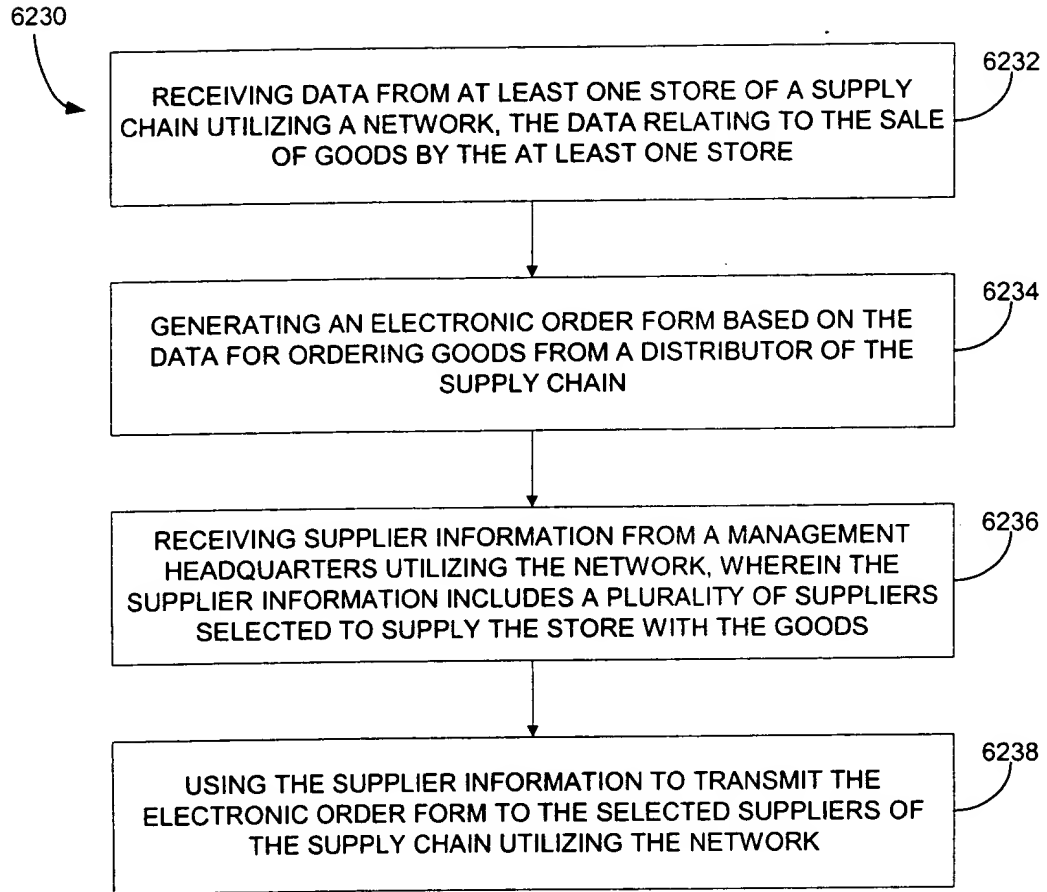


Fig. 61



**FIG. 62**

6300

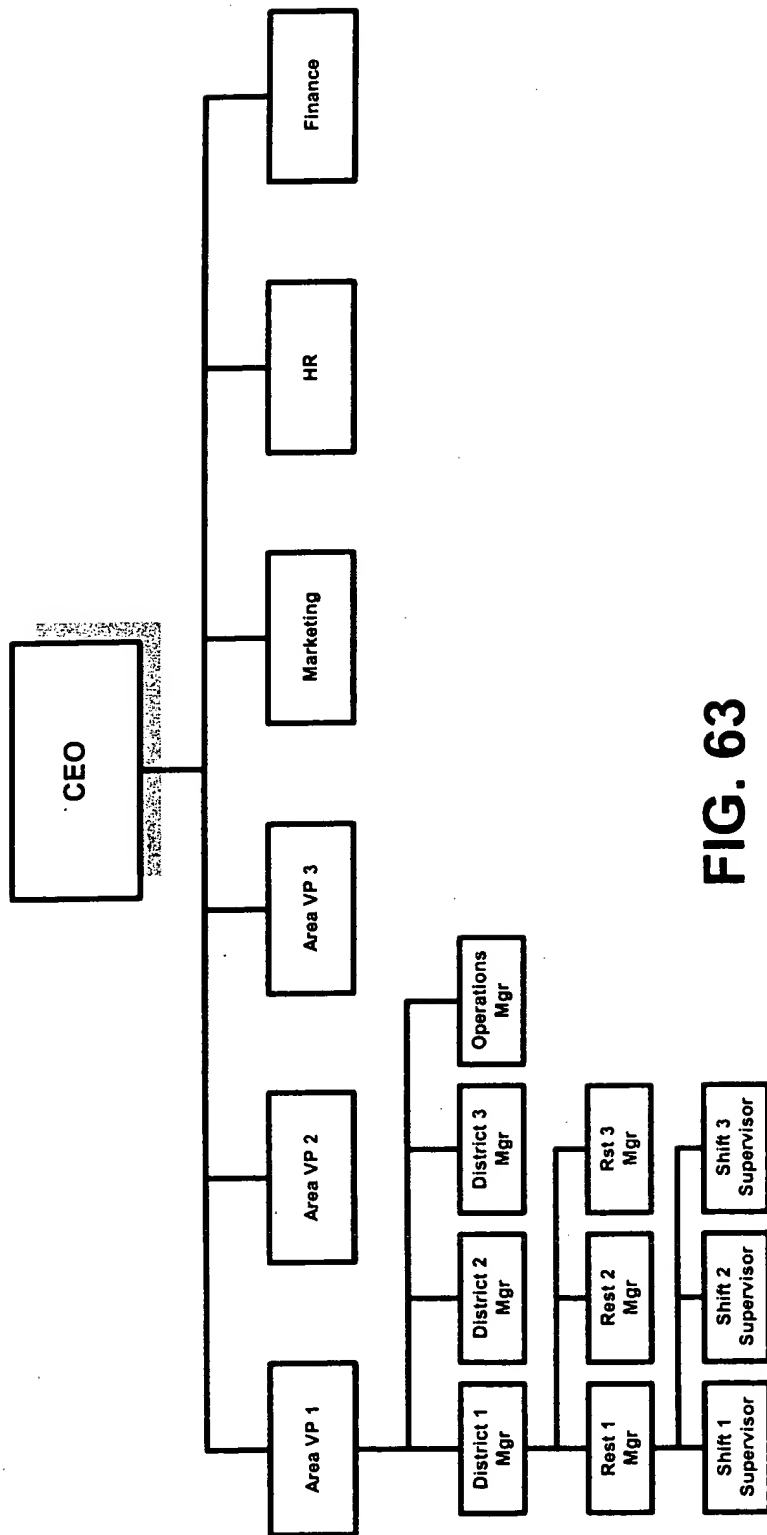
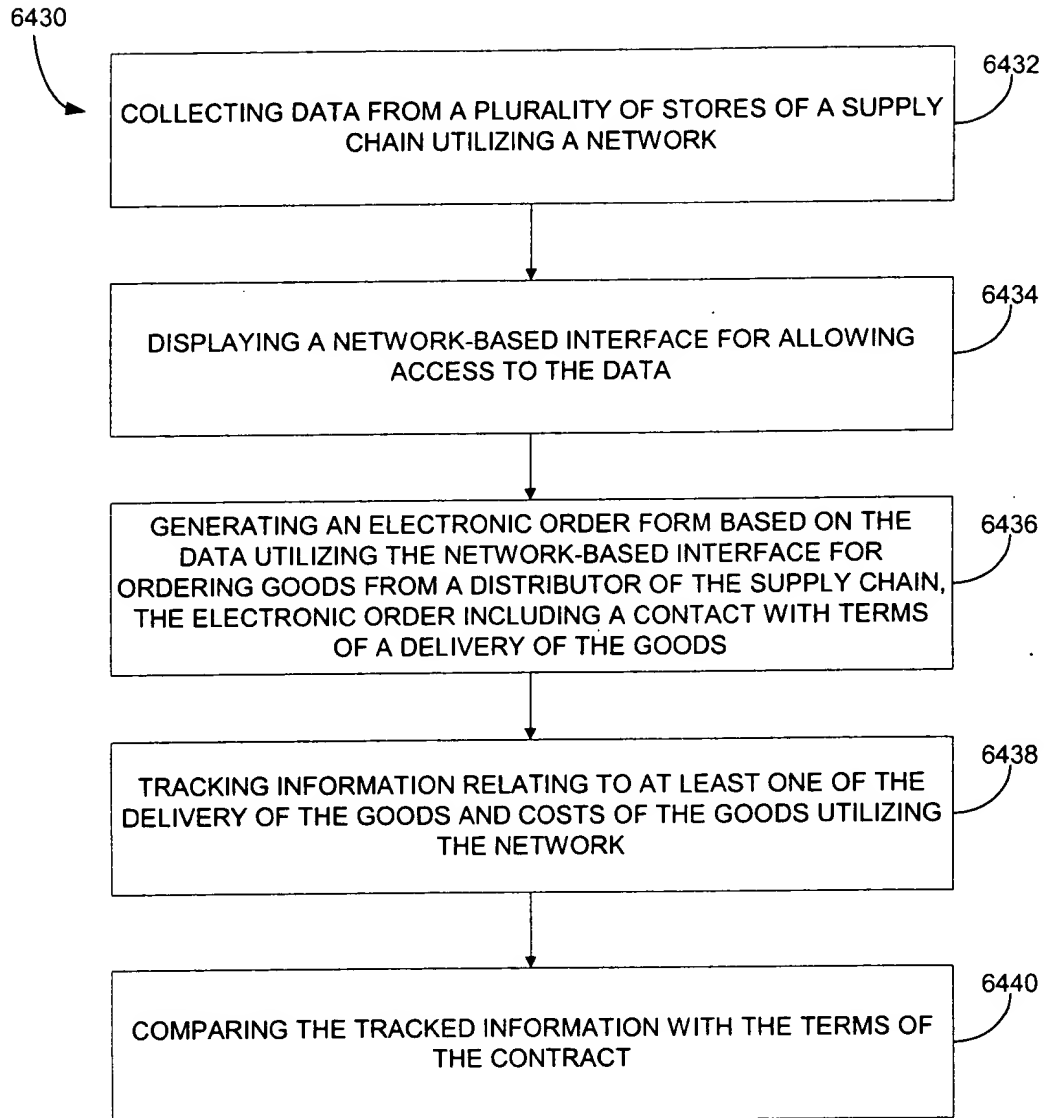
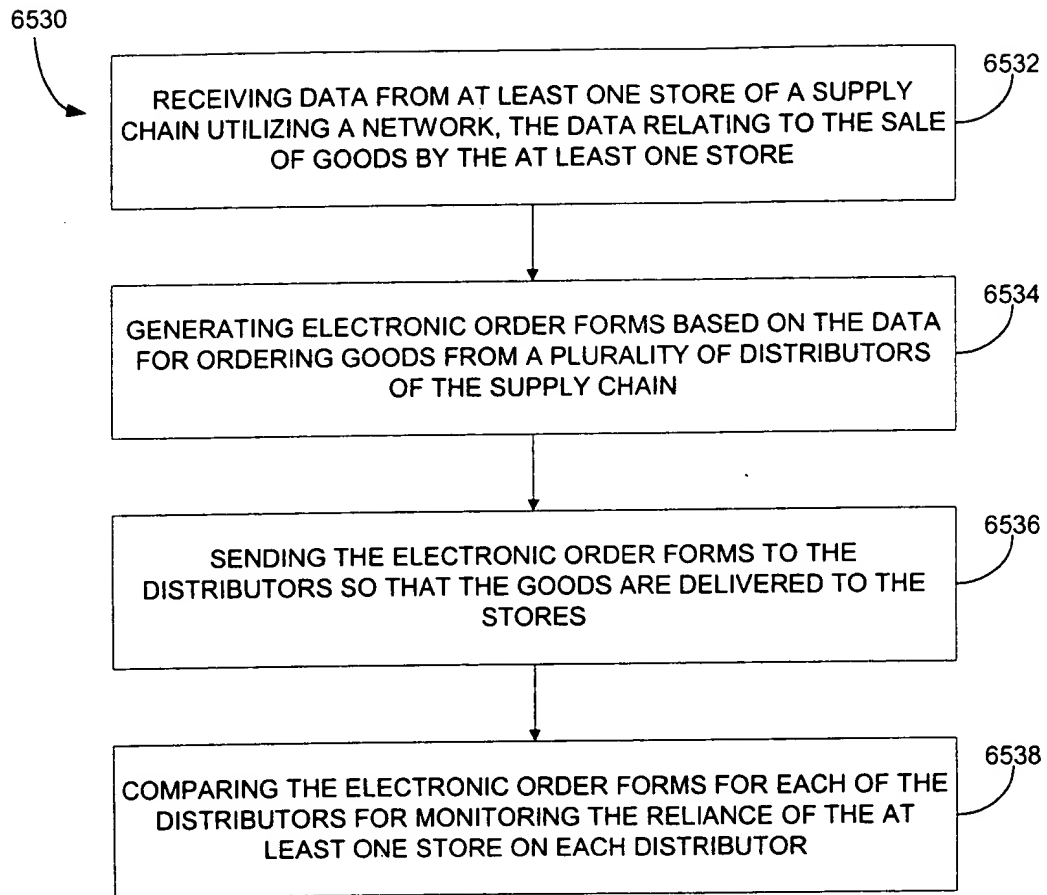


FIG. 63

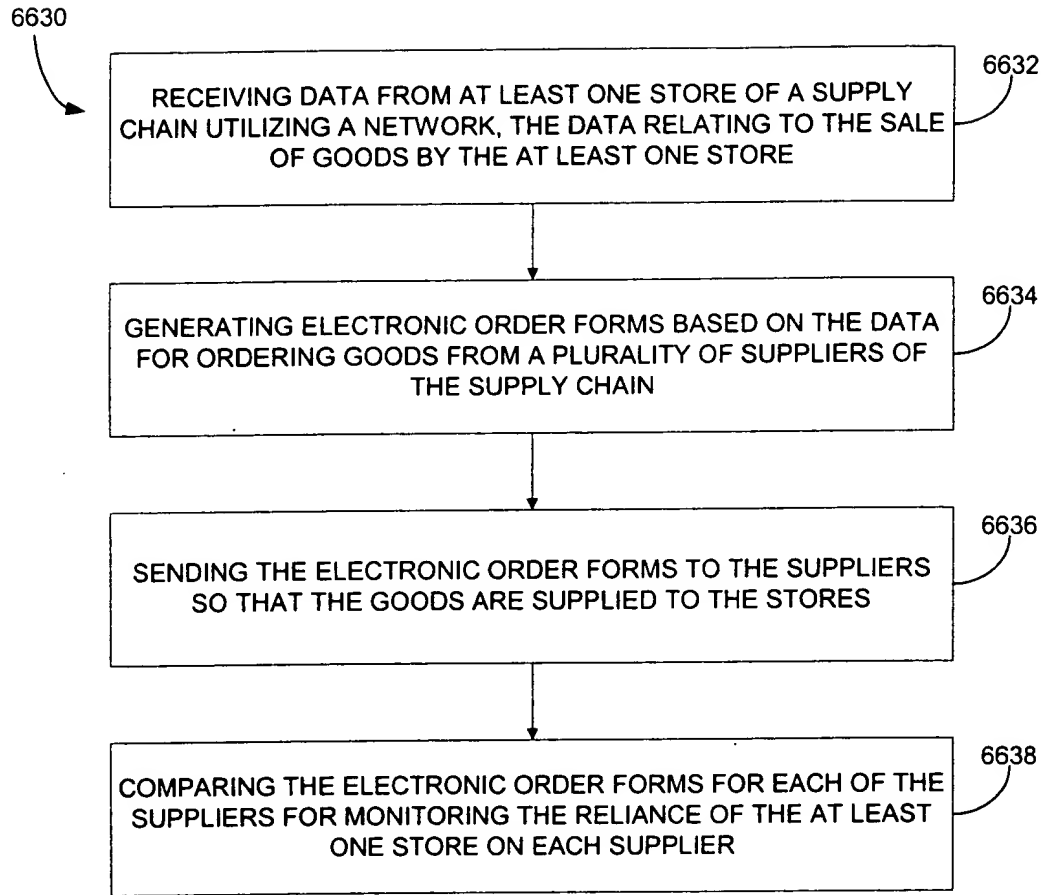


**FIG. 64**





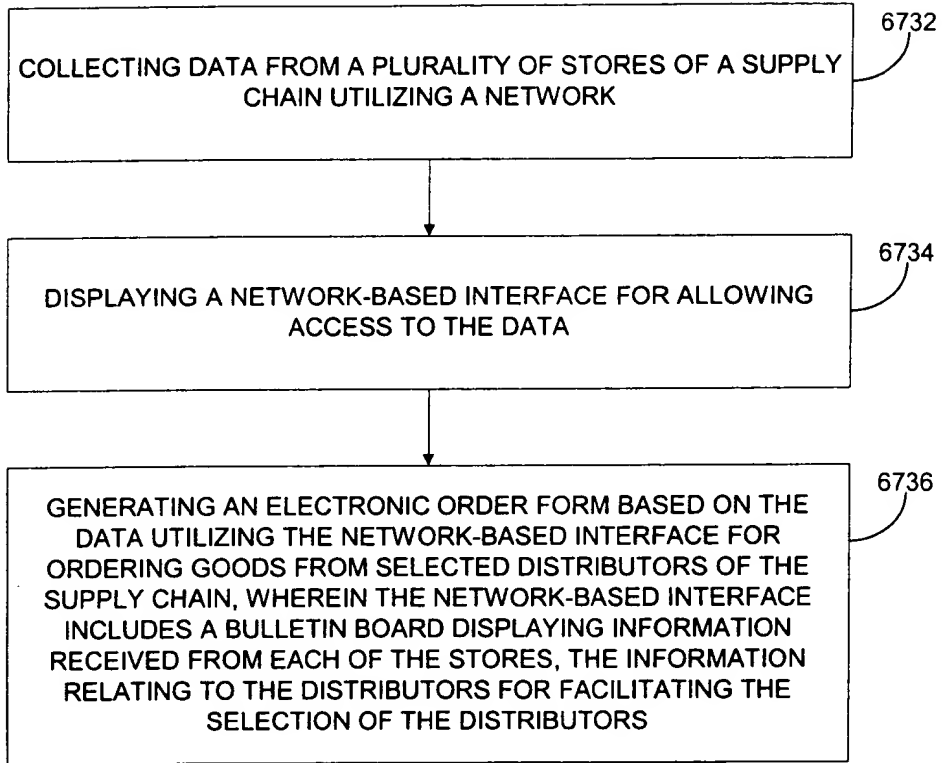
**FIG. 65**



**FIG. 66**

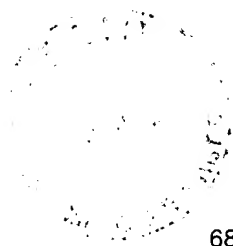


6730



**FIG. 67**

FIG. 68



6830

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY  
CHAIN UTILIZING A NETWORK

6832

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING  
ACCESS TO THE DATA

6834

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA UTILIZING THE NETWORK-BASED INTERFACE FOR  
ORDERING GOODS FROM A DISTRIBUTOR OR A SUPPLIER OF THE  
SUPPLY CHAIN, WHEREIN THE NETWORK-BASED INTERFACE  
INCLUDES A VIRTUAL CATALOG TO FACILITATE THE GENERATION  
OF THE ELECTRONIC ORDER FORM

6836

**FIG. 68**

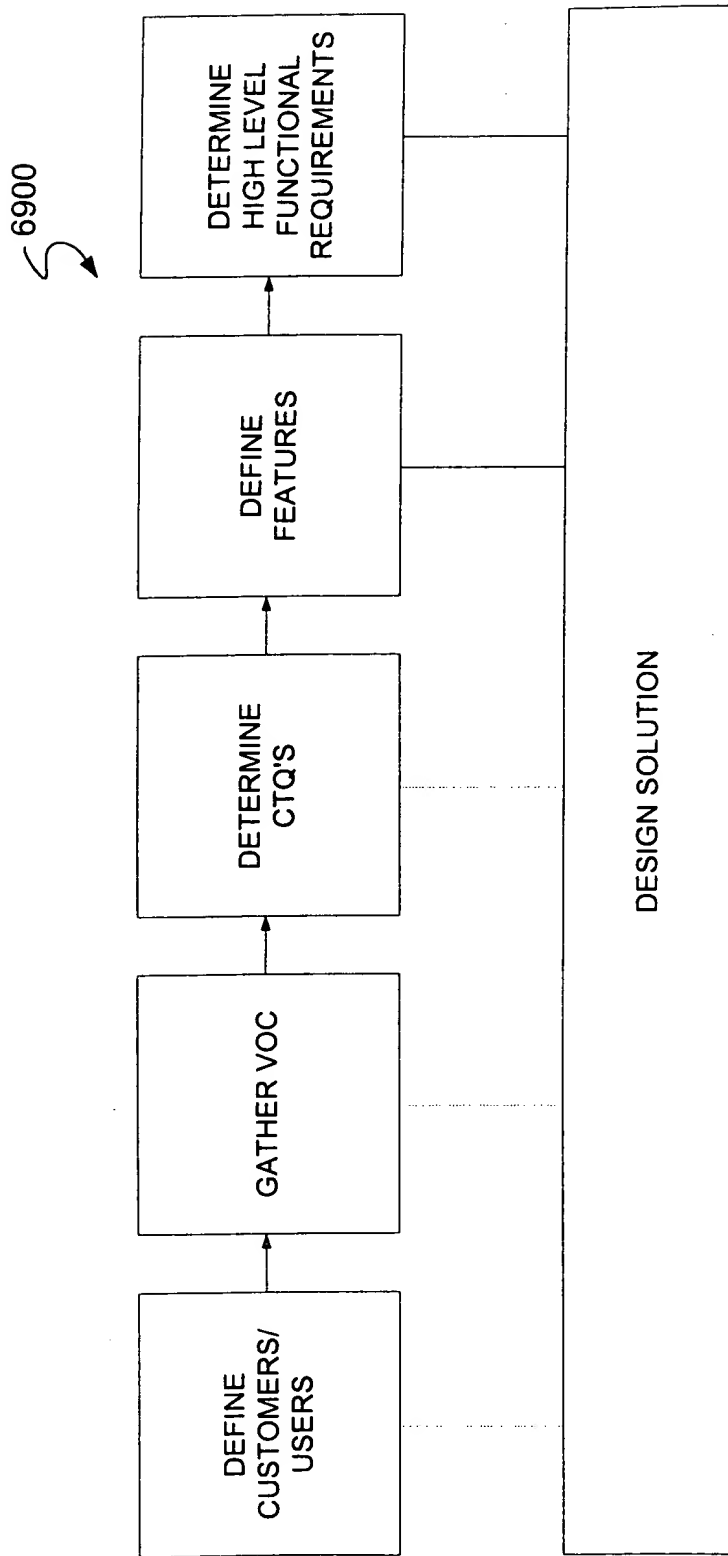
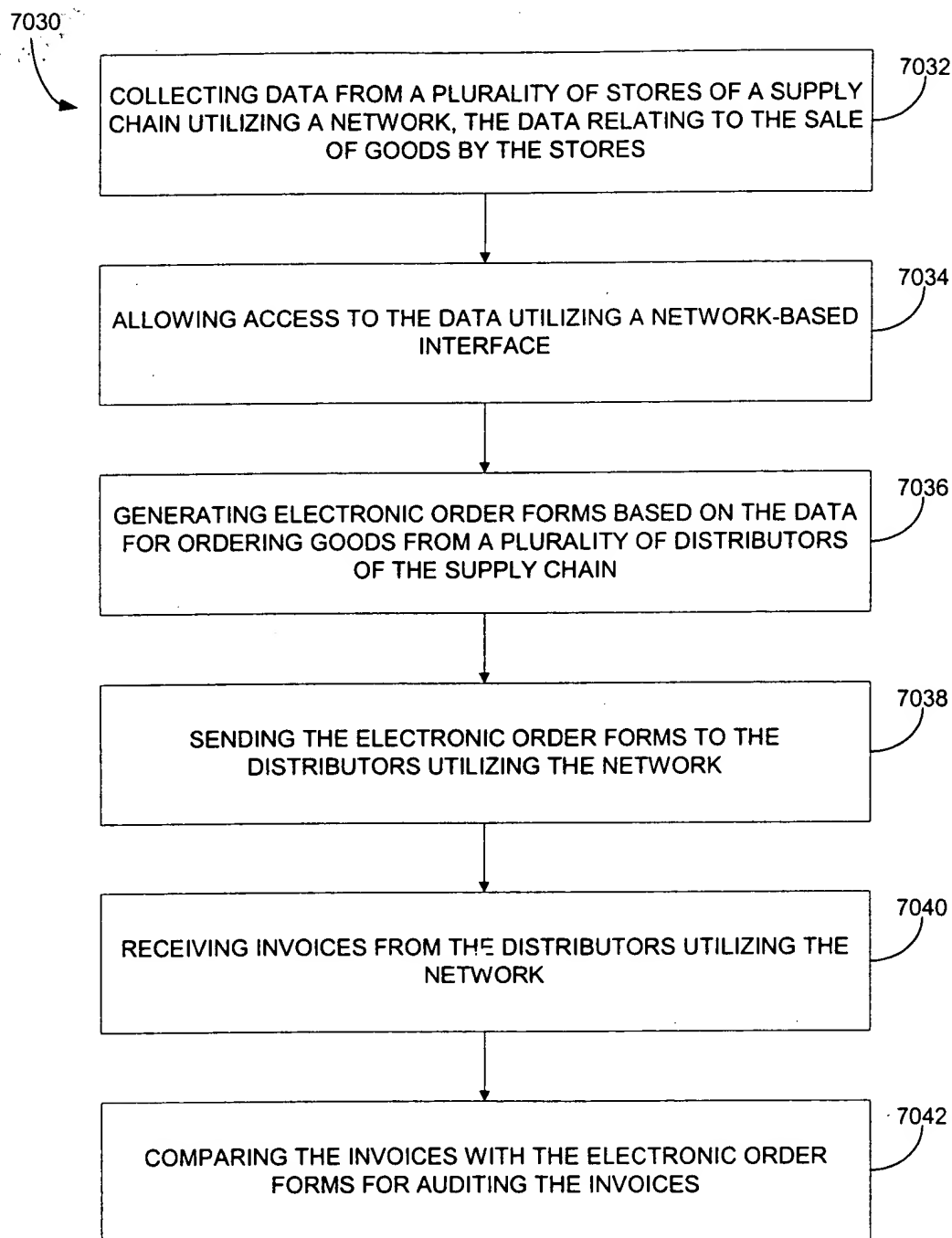
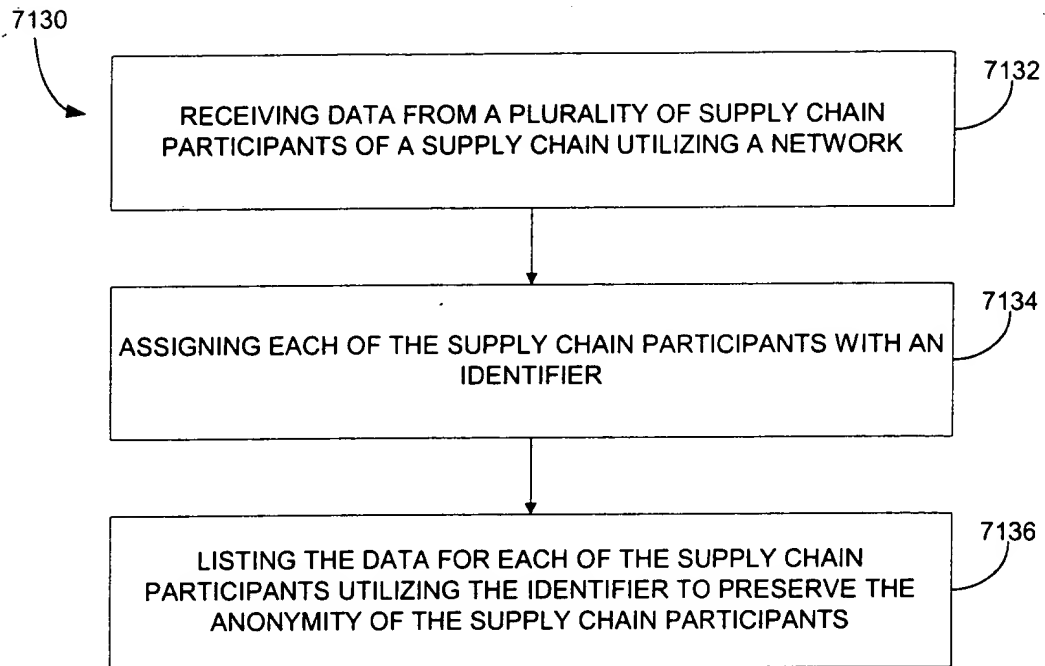


FIG. 69

FIG. 70



**FIG. 70**



**FIG. 71**

FIG. 72

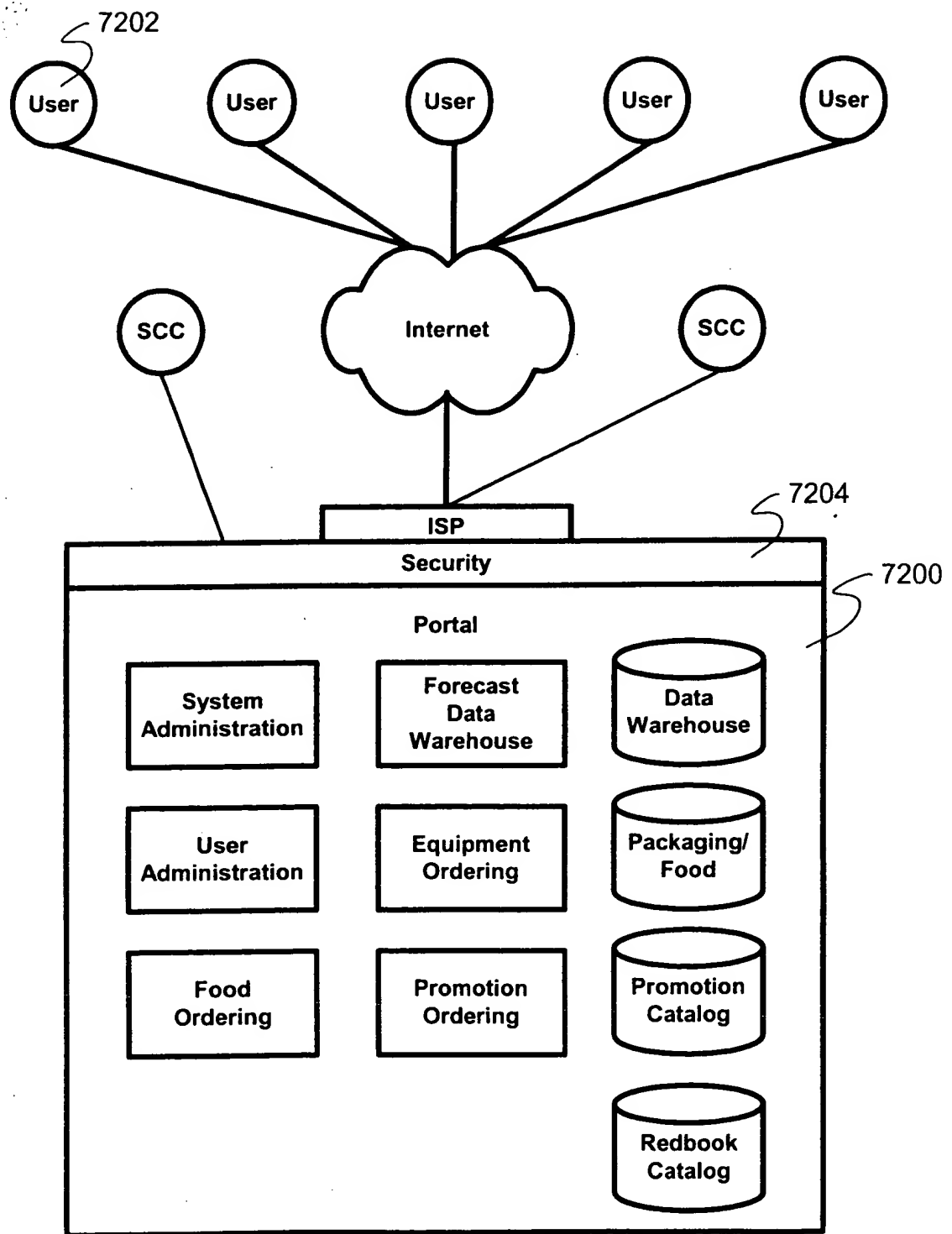


FIG. 72



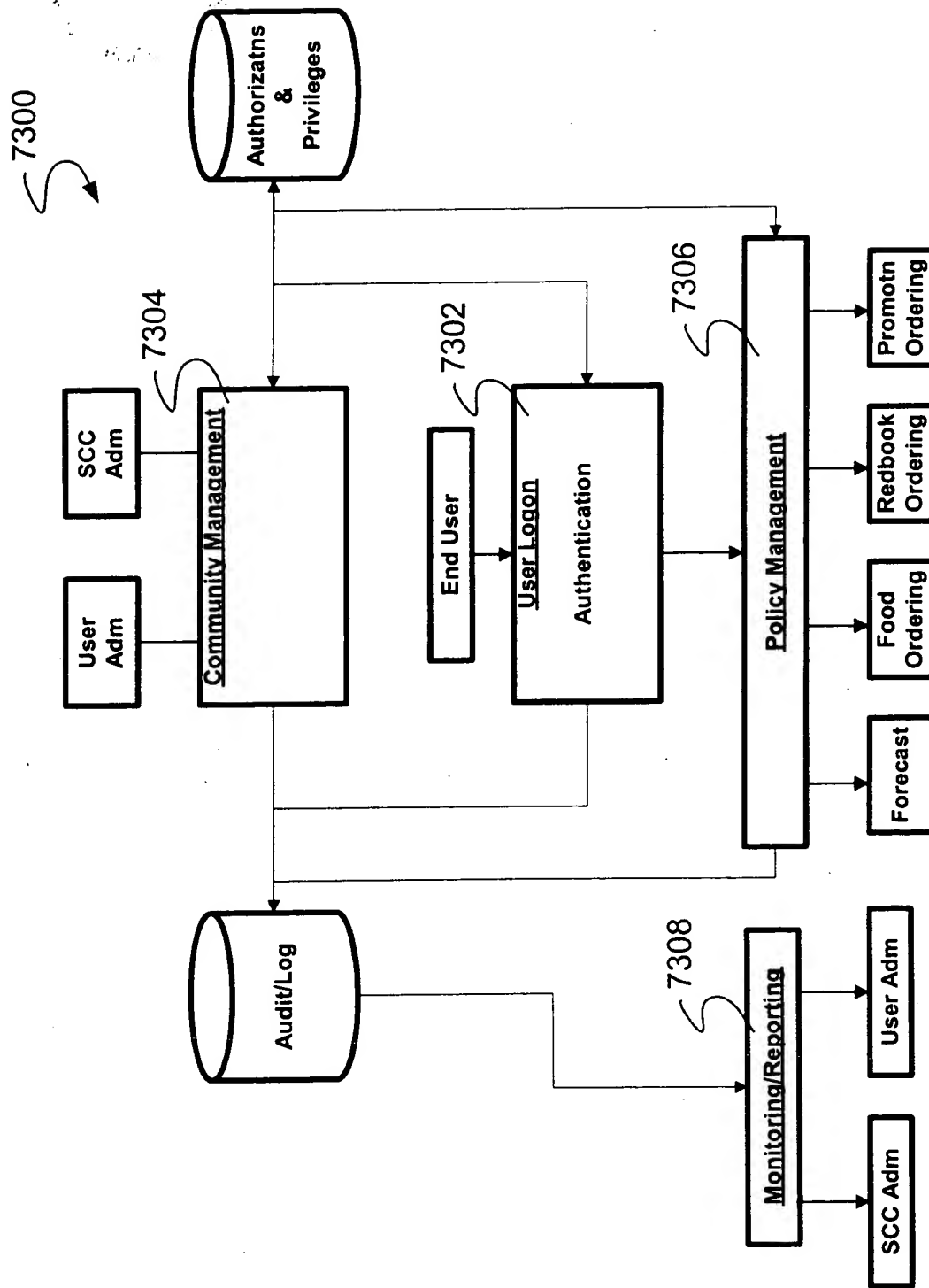


FIG. 73

7402

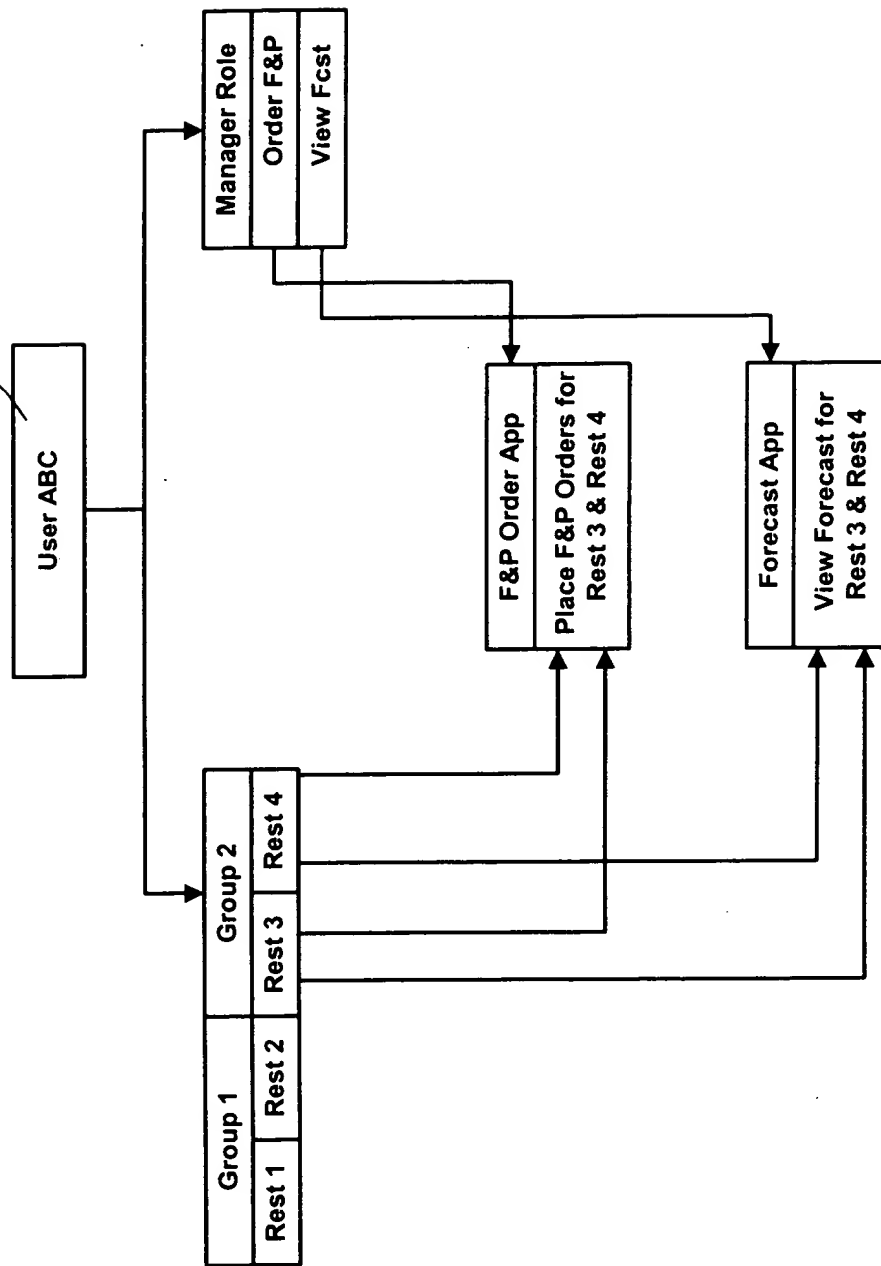


FIG. 74

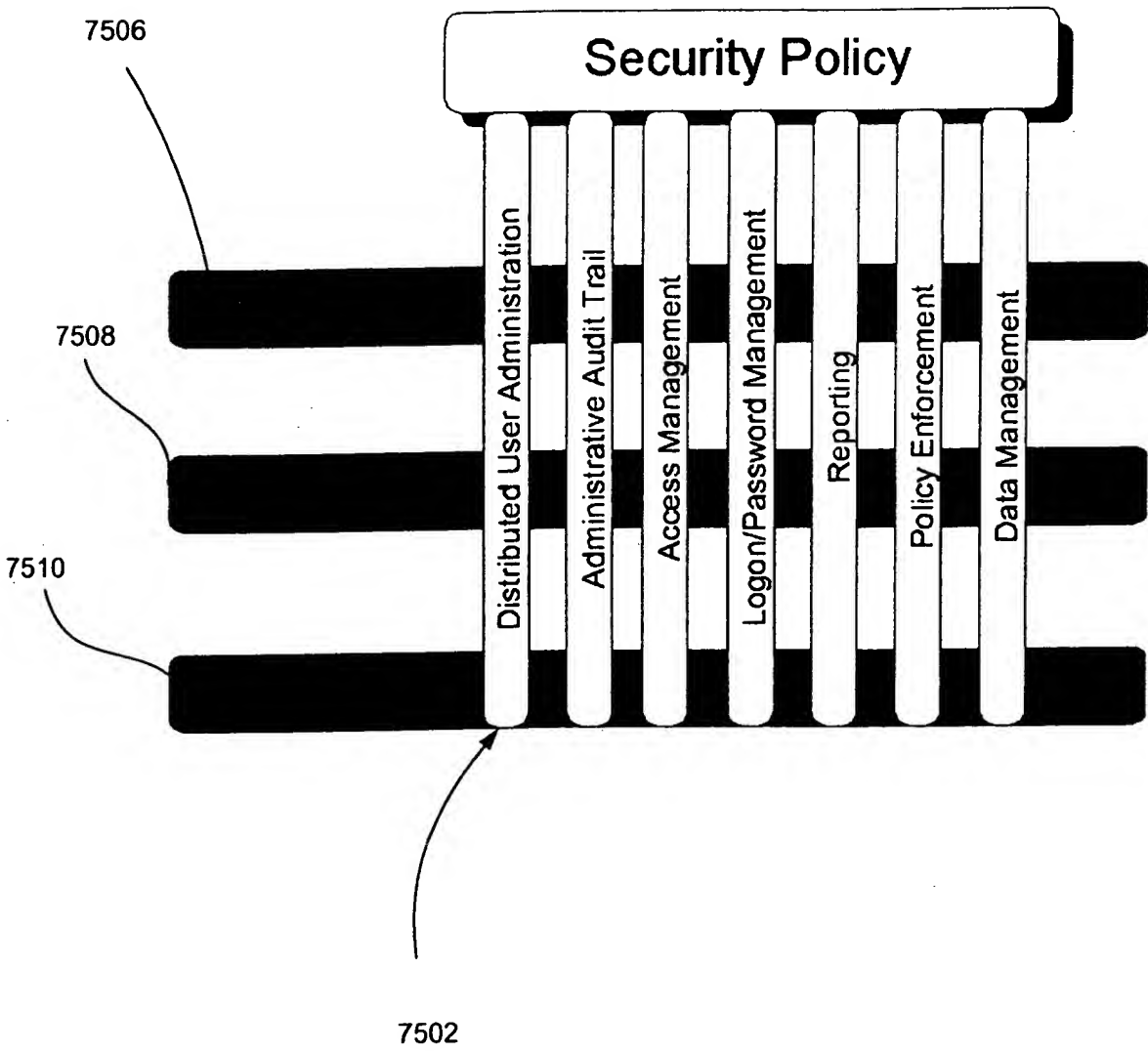


Fig. 75

FIG. 76

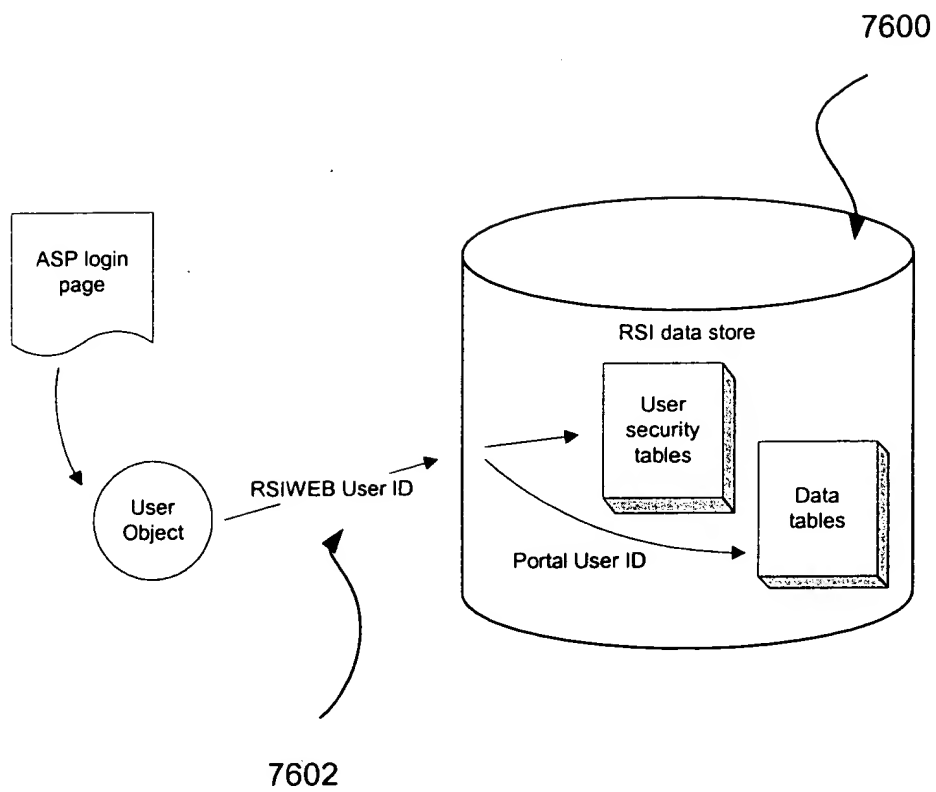


Fig. 76

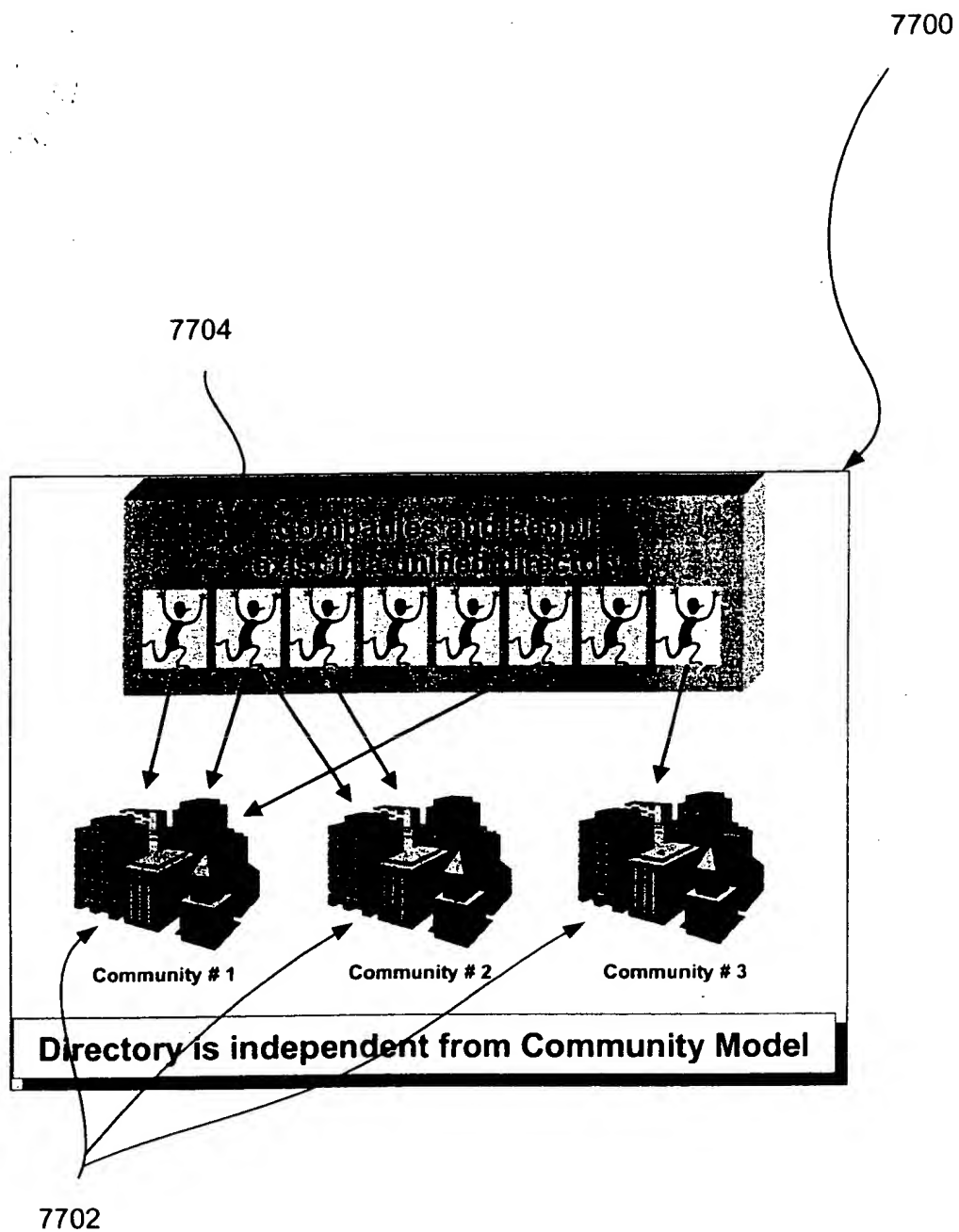


Fig. 77

091589.070601

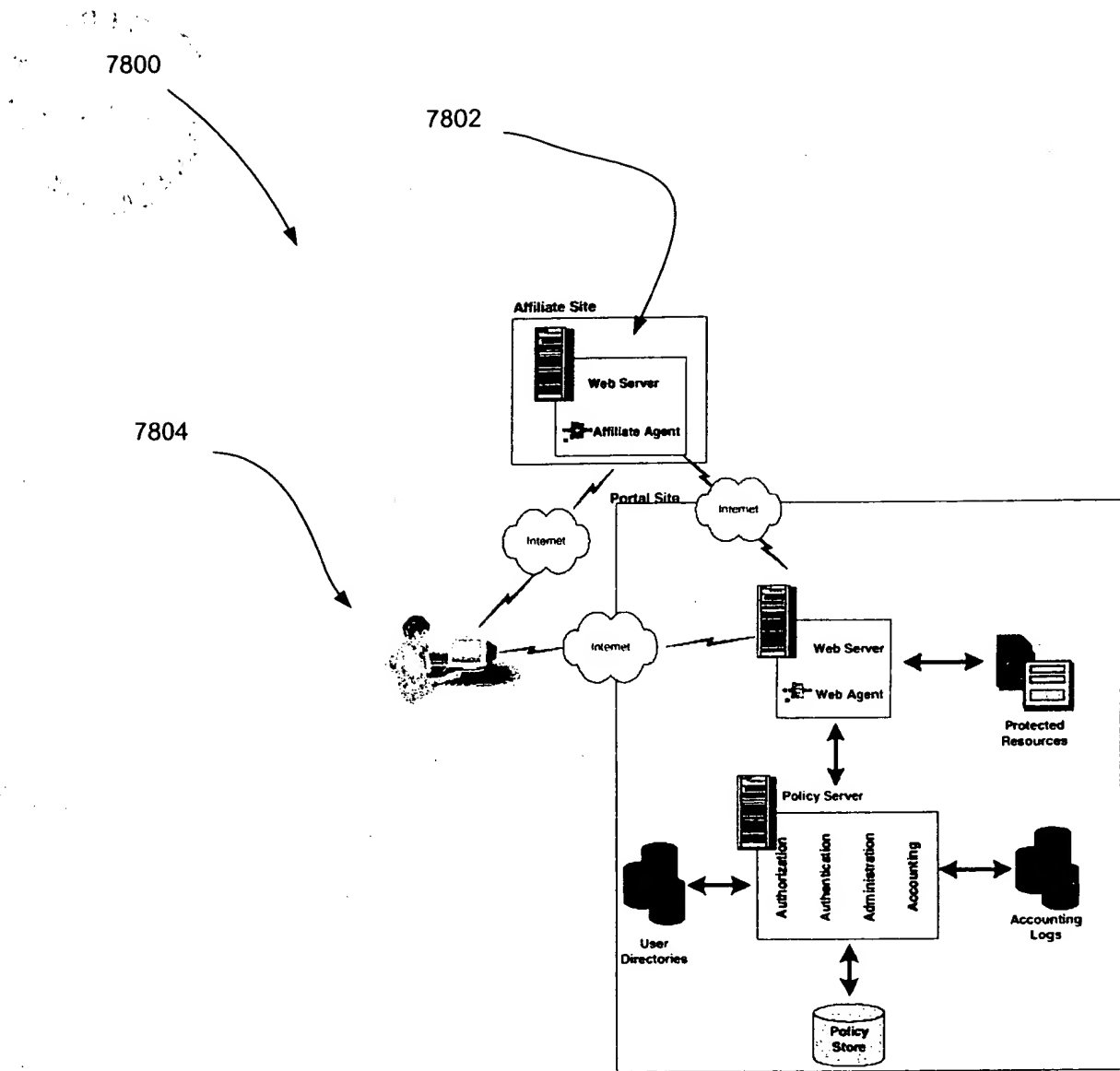


Fig. 78

7900

7902

# Policy-Based Web Security Model

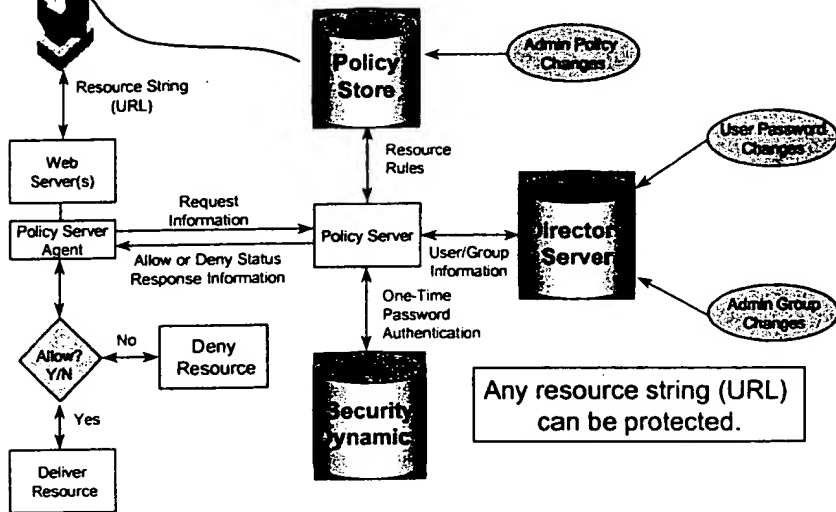
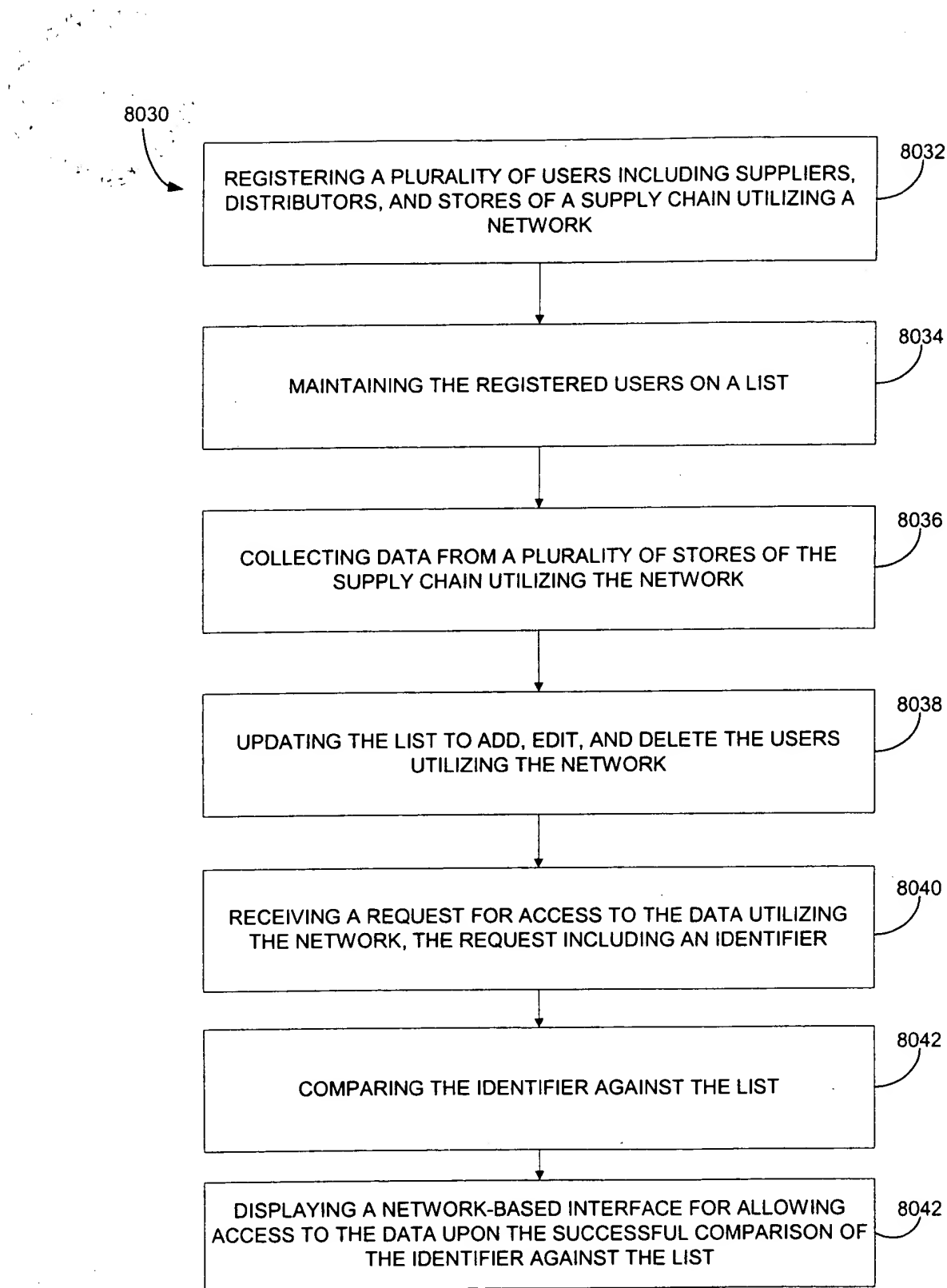


Fig. 79



**FIG. 80**



09815897.070601

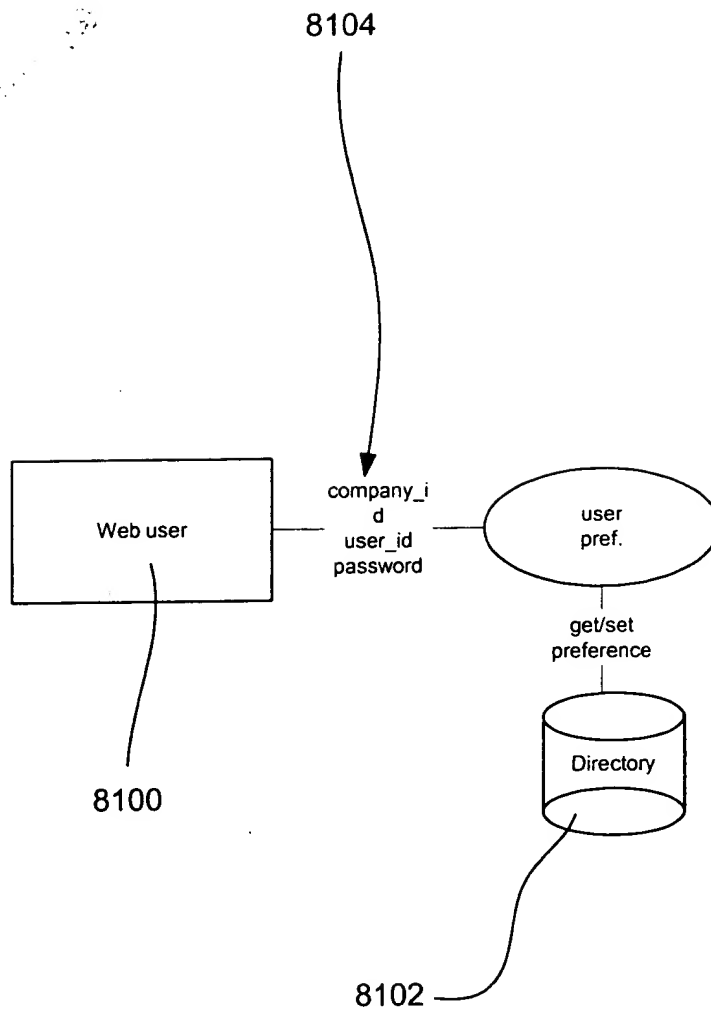


Fig. 81

8200

8202

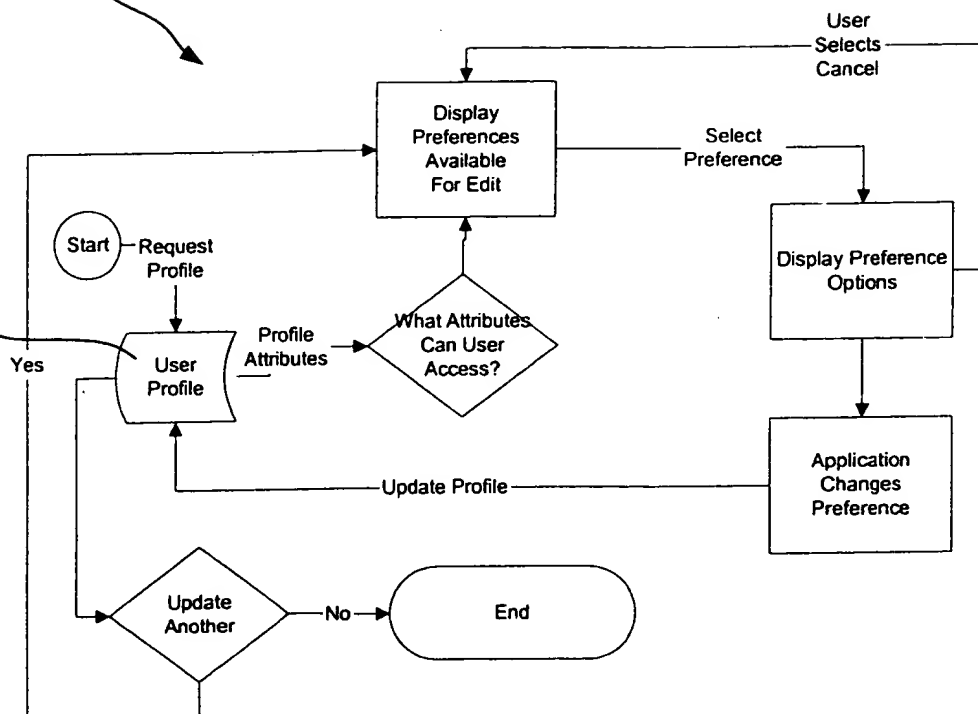
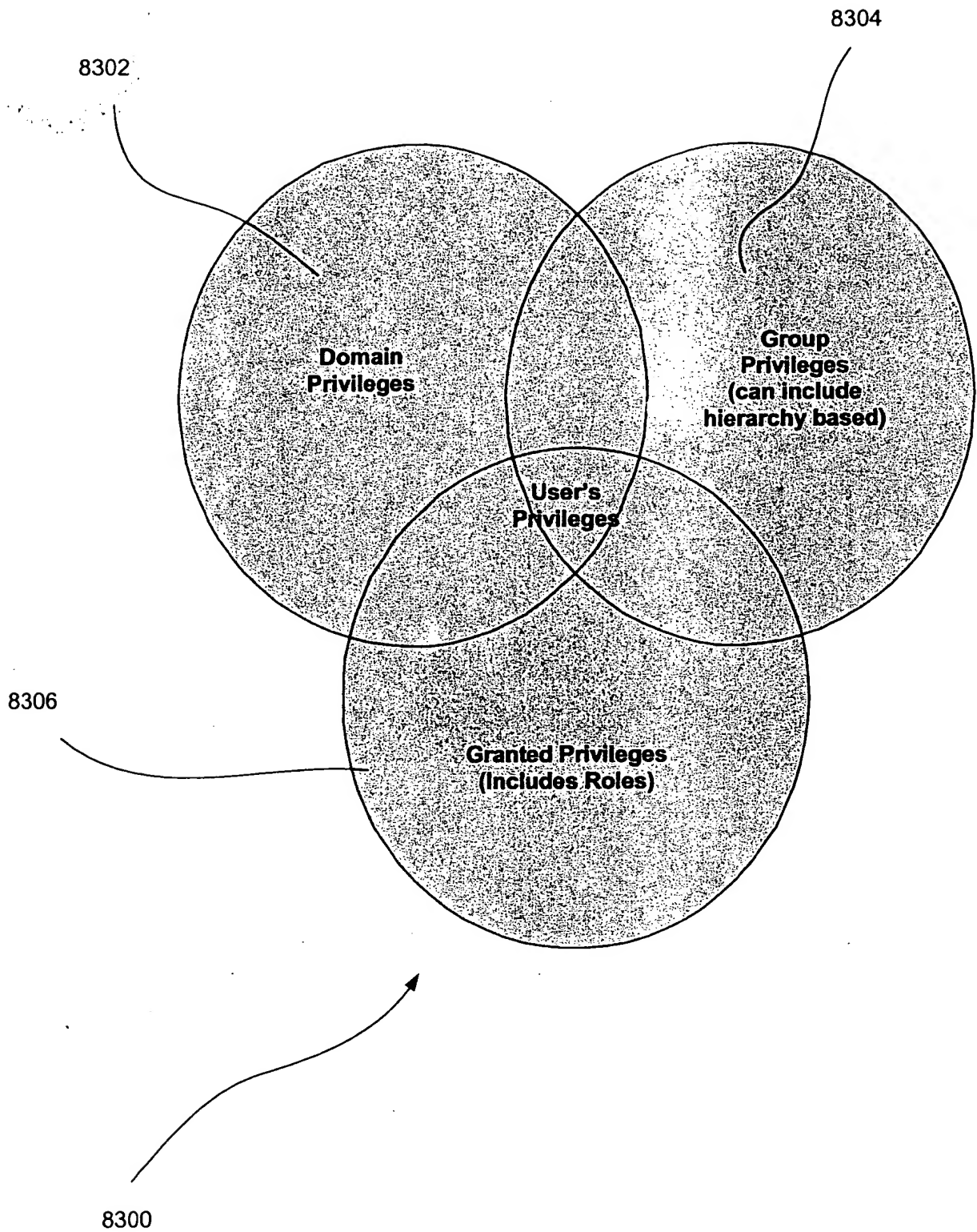


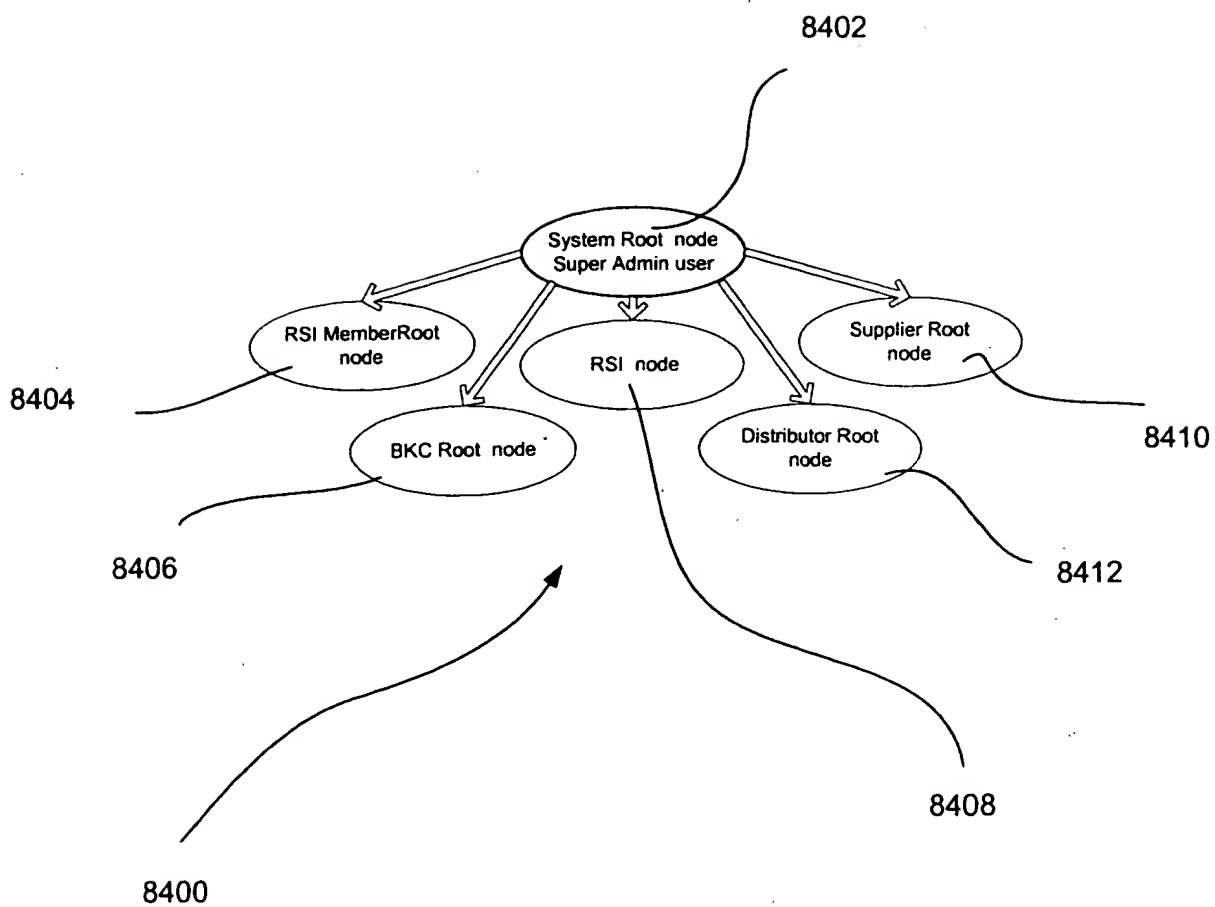
Fig. 82

FO9070" 4685T860



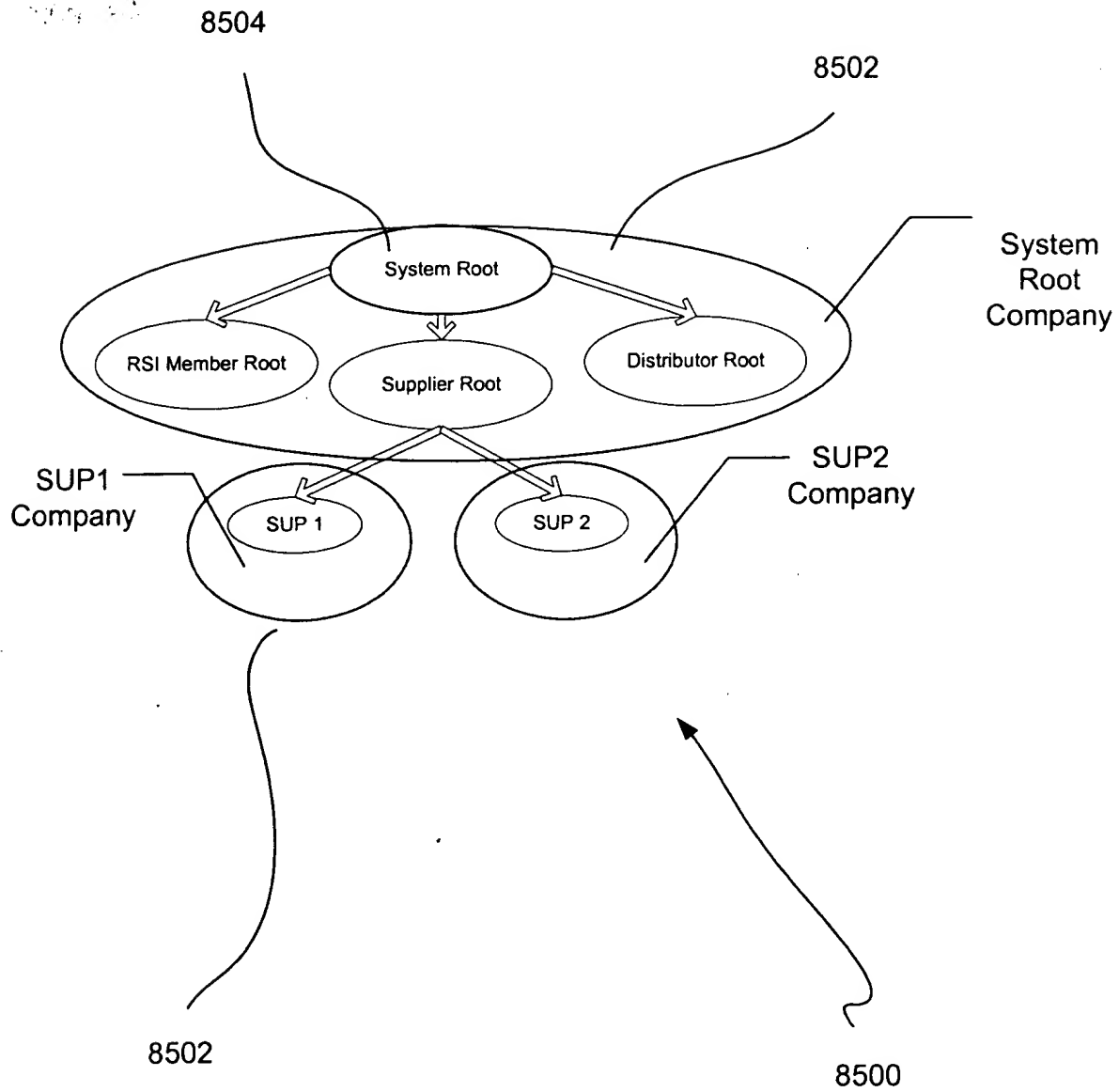
**Fig. 83**

FIG. 84



**Fig. 84**

FIG. 85



**Fig. 85**

8600

8602

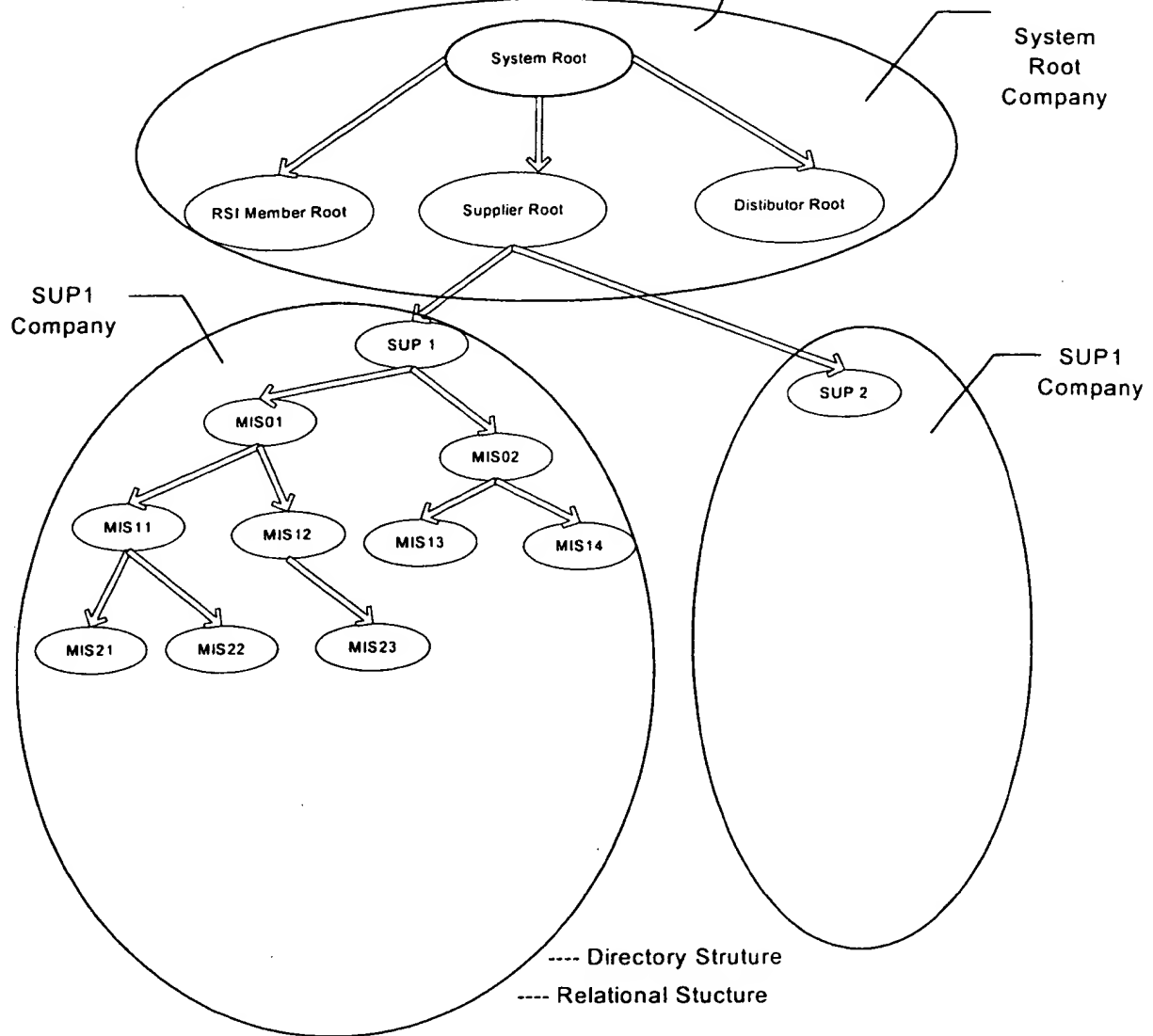


Fig. 86

8700

## Group Hierarchy Management: Data Flow

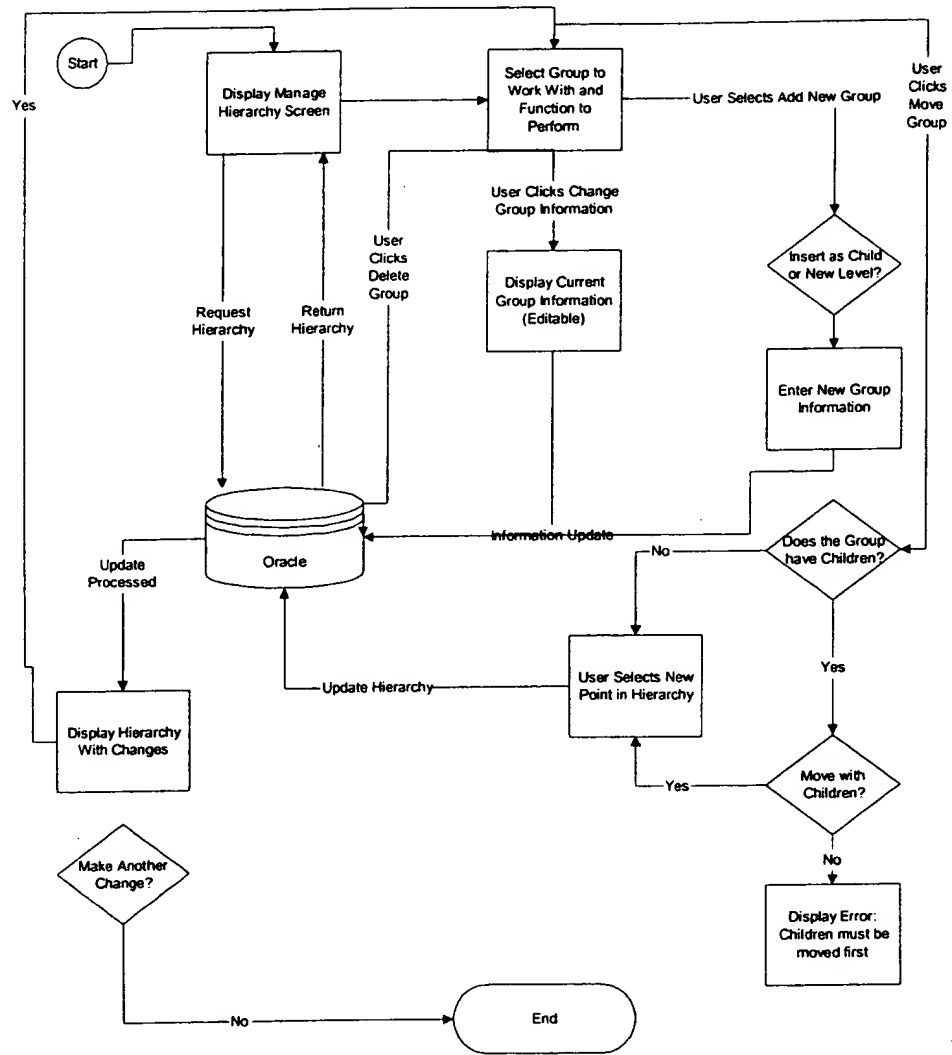


Fig. 87

09815897.070601

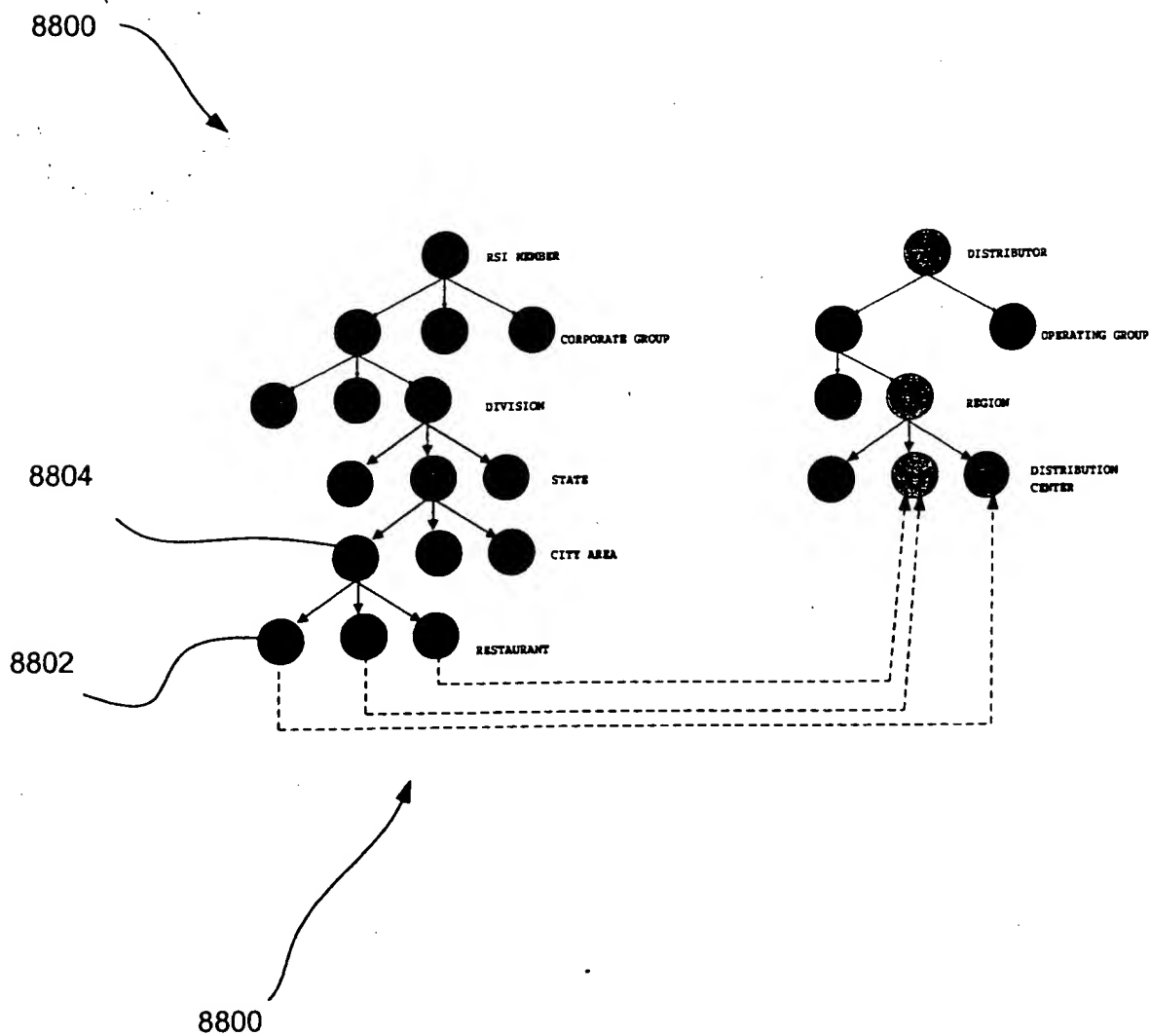


Fig. 88



8902

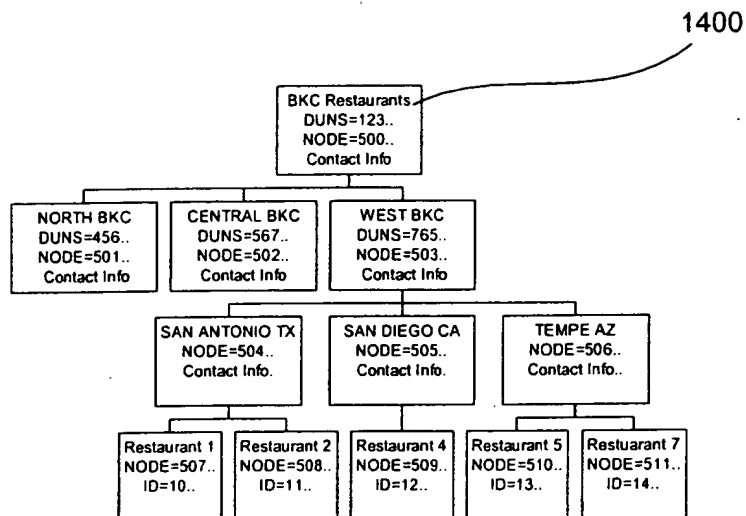


Fig. 89

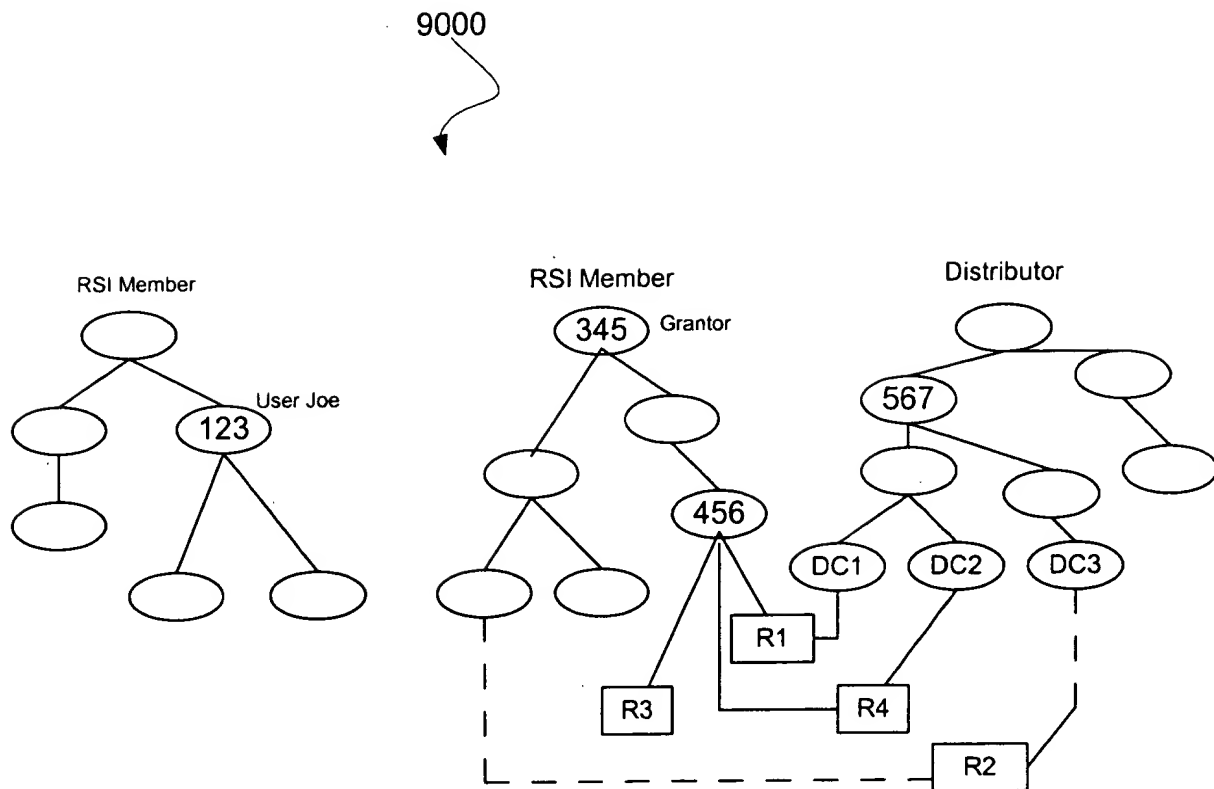


FIG. 90

9100

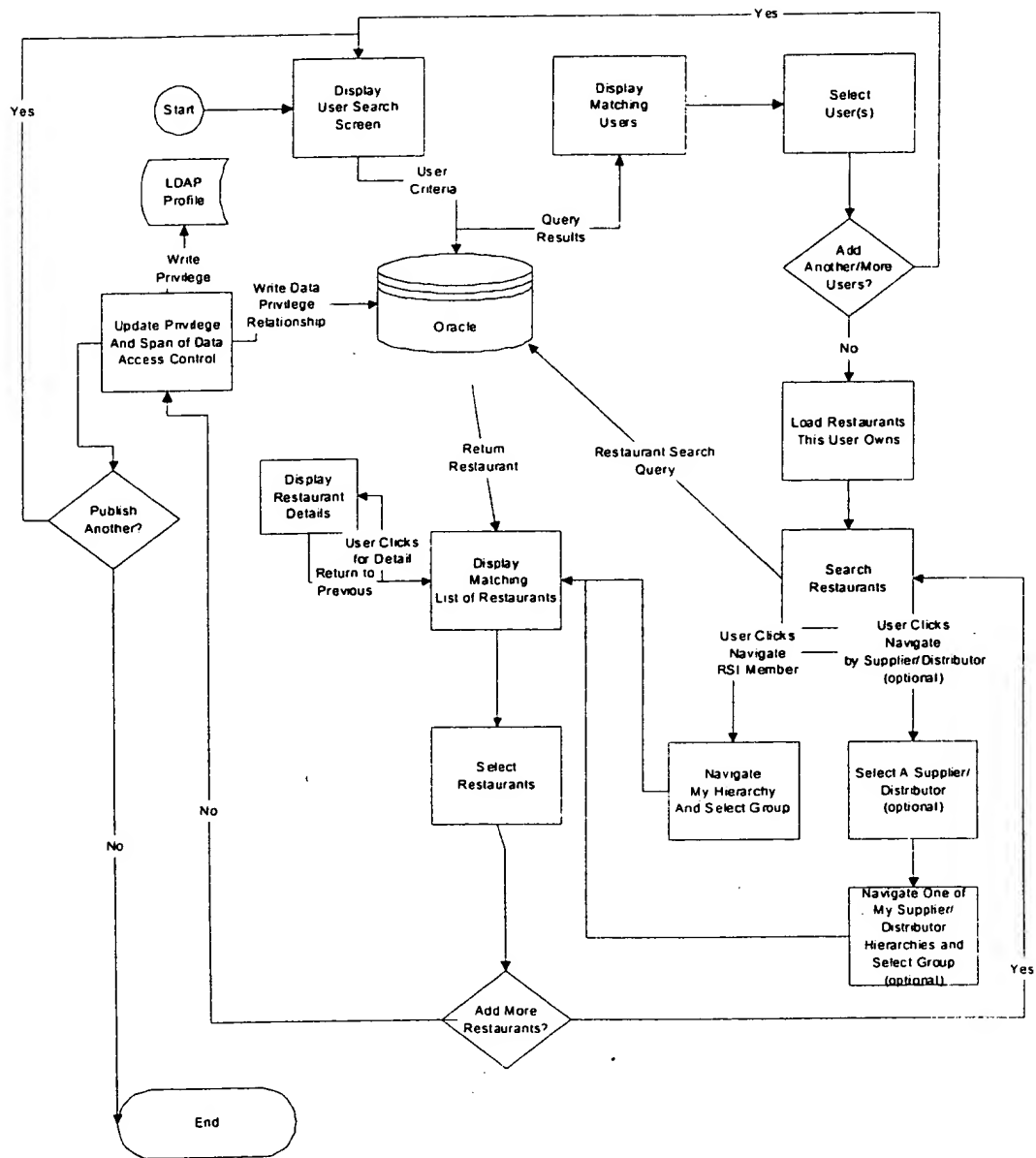
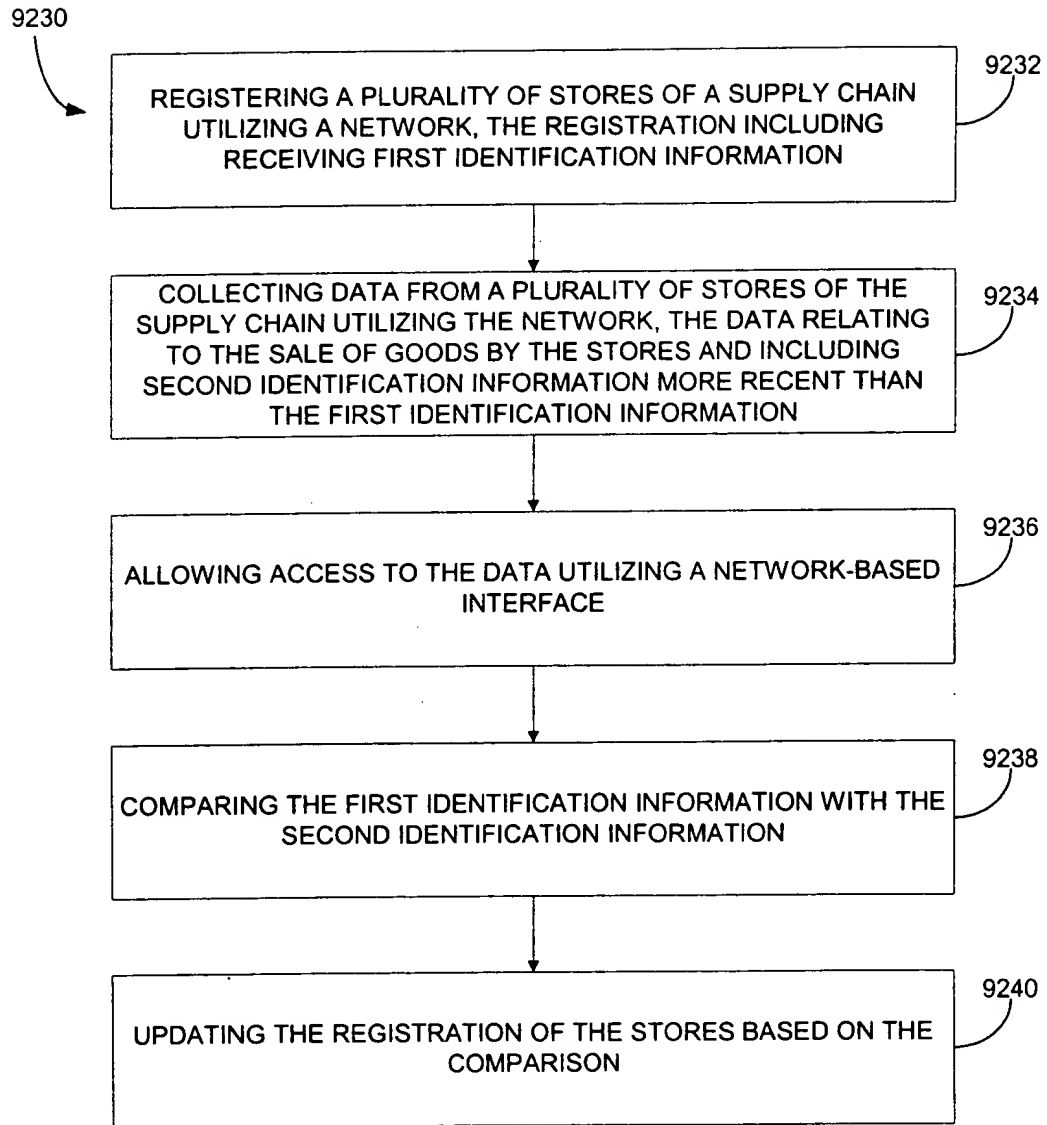
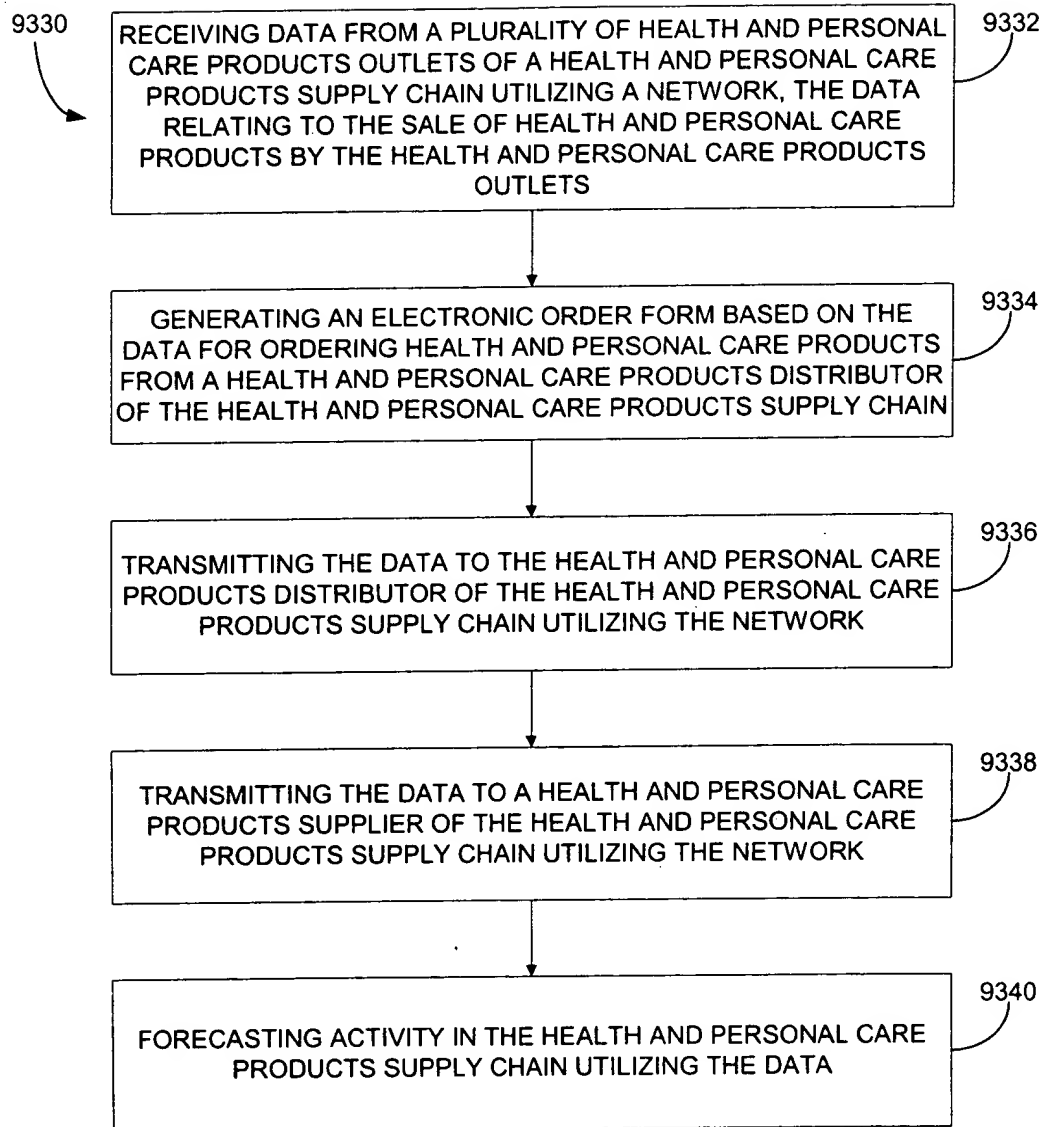


Fig. 91



**FIG. 92**



**FIG. 93**

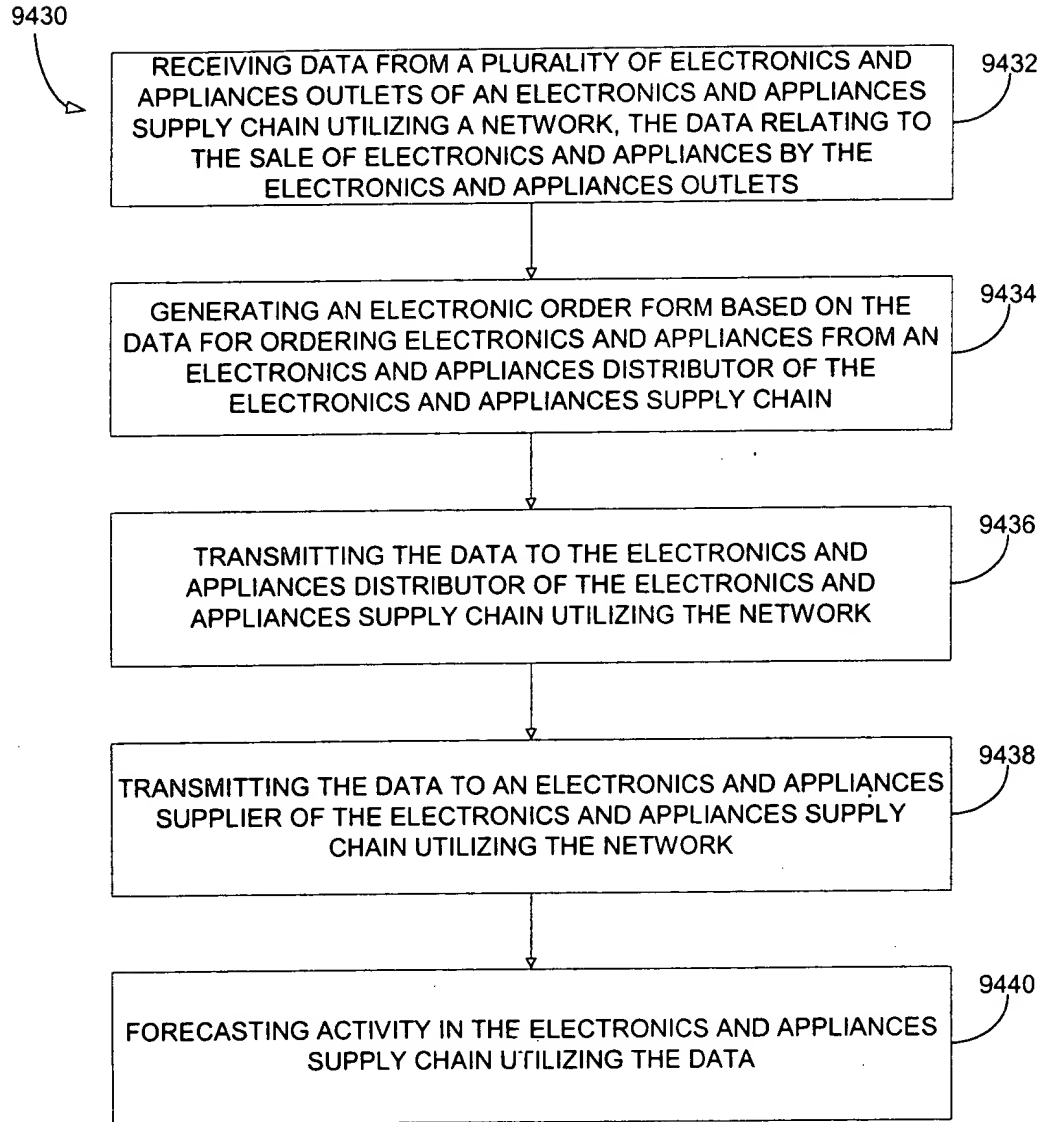
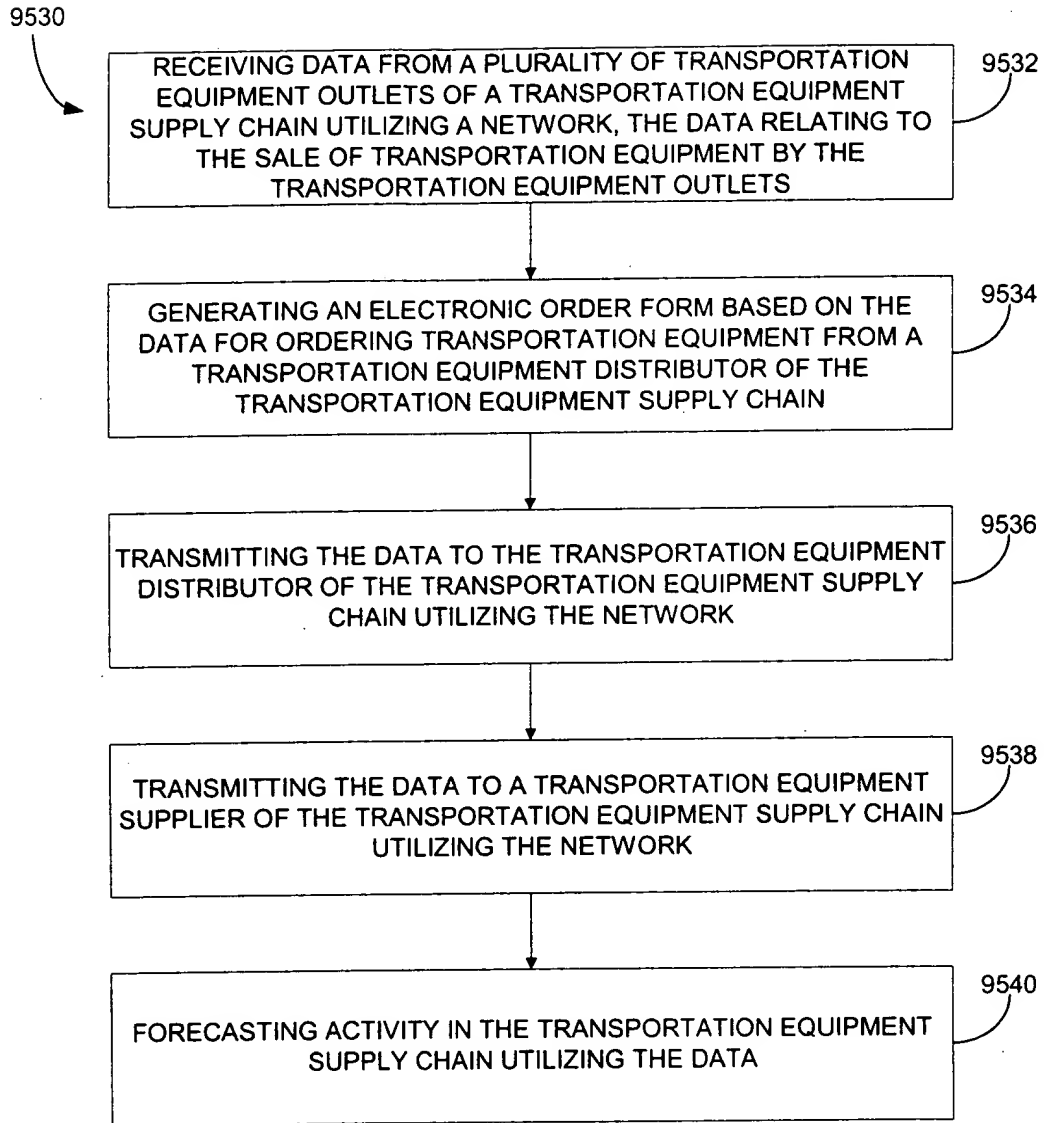
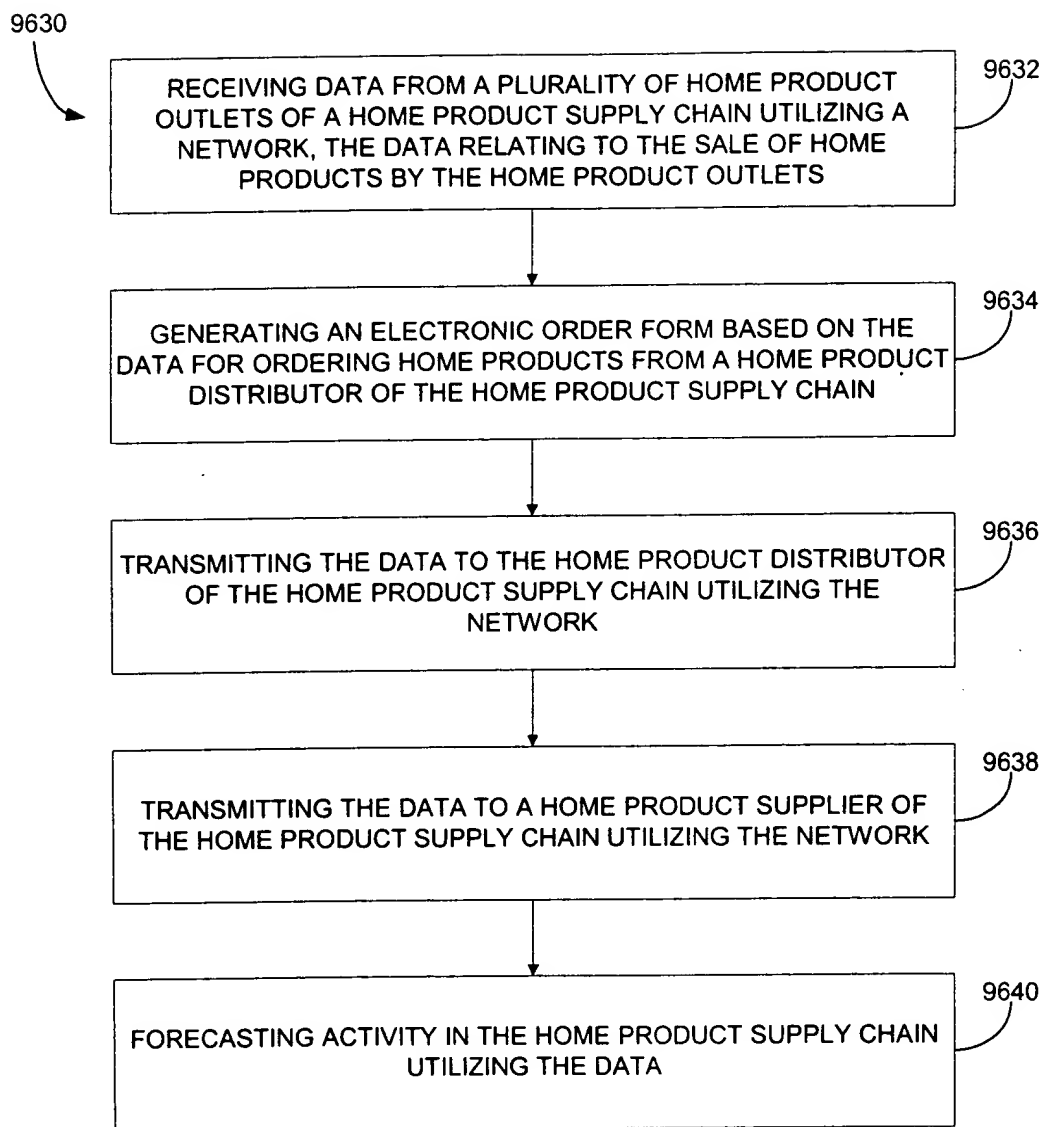


FIG. 94



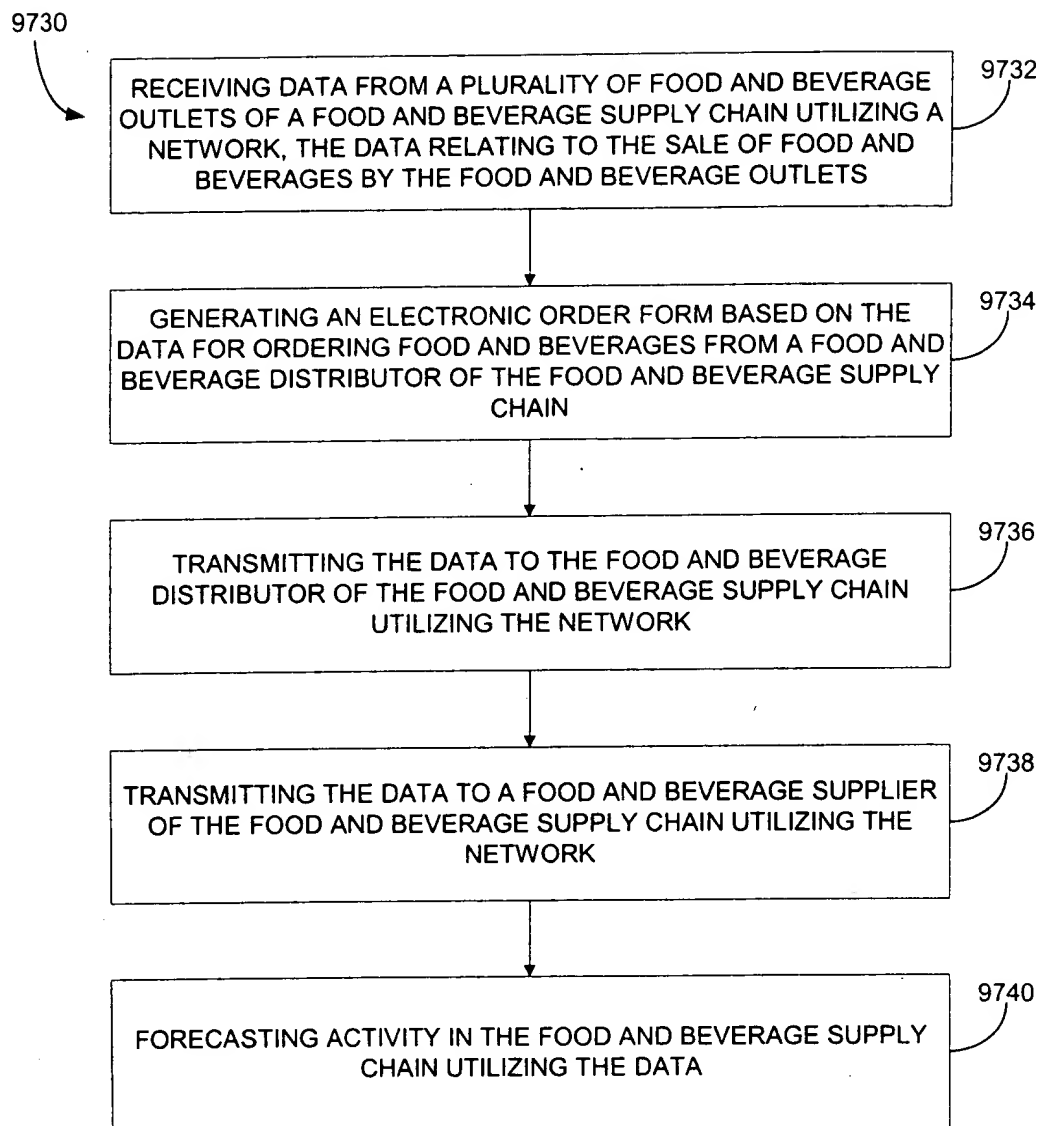
**FIG. 95**



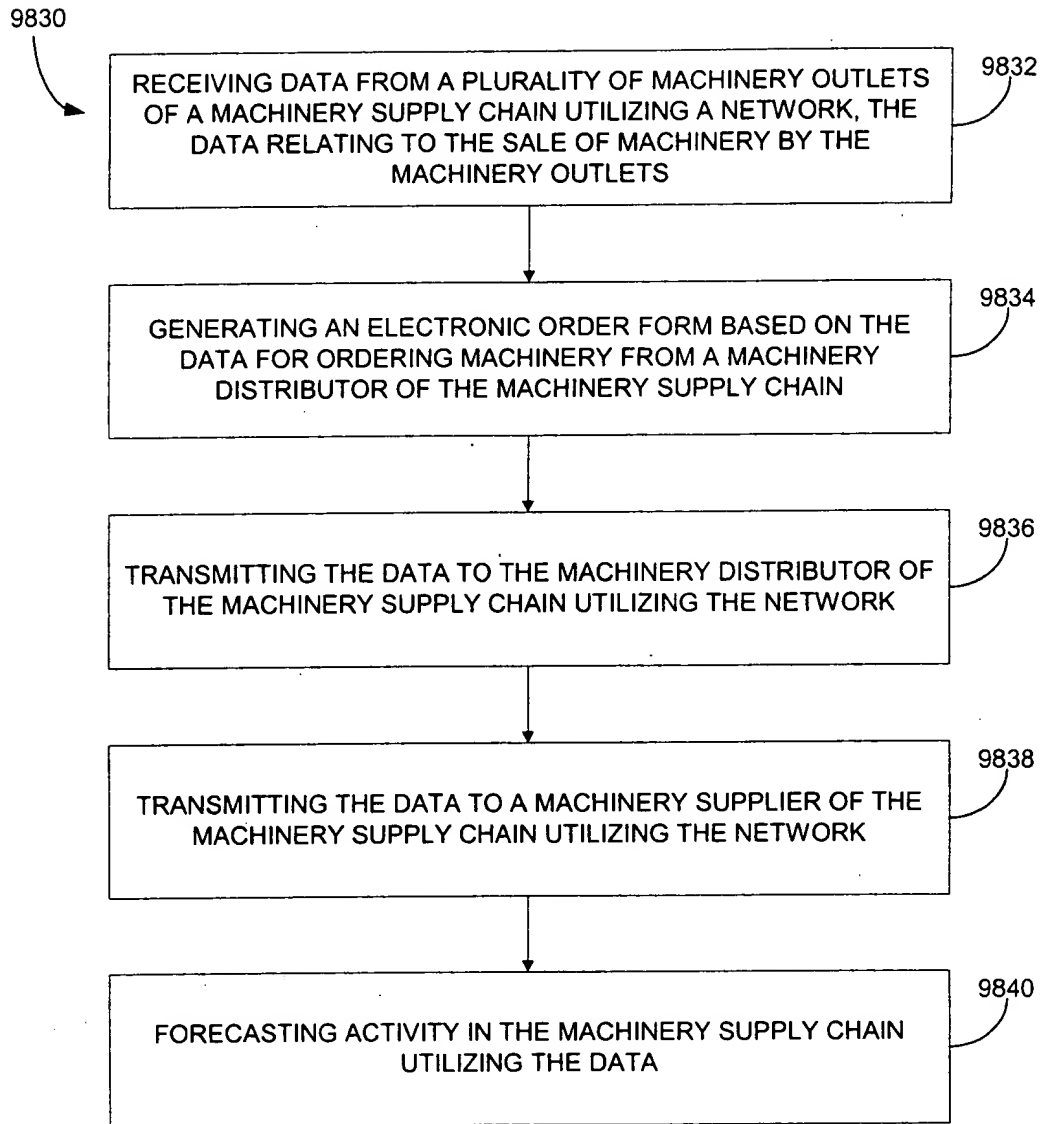
**FIG. 96**



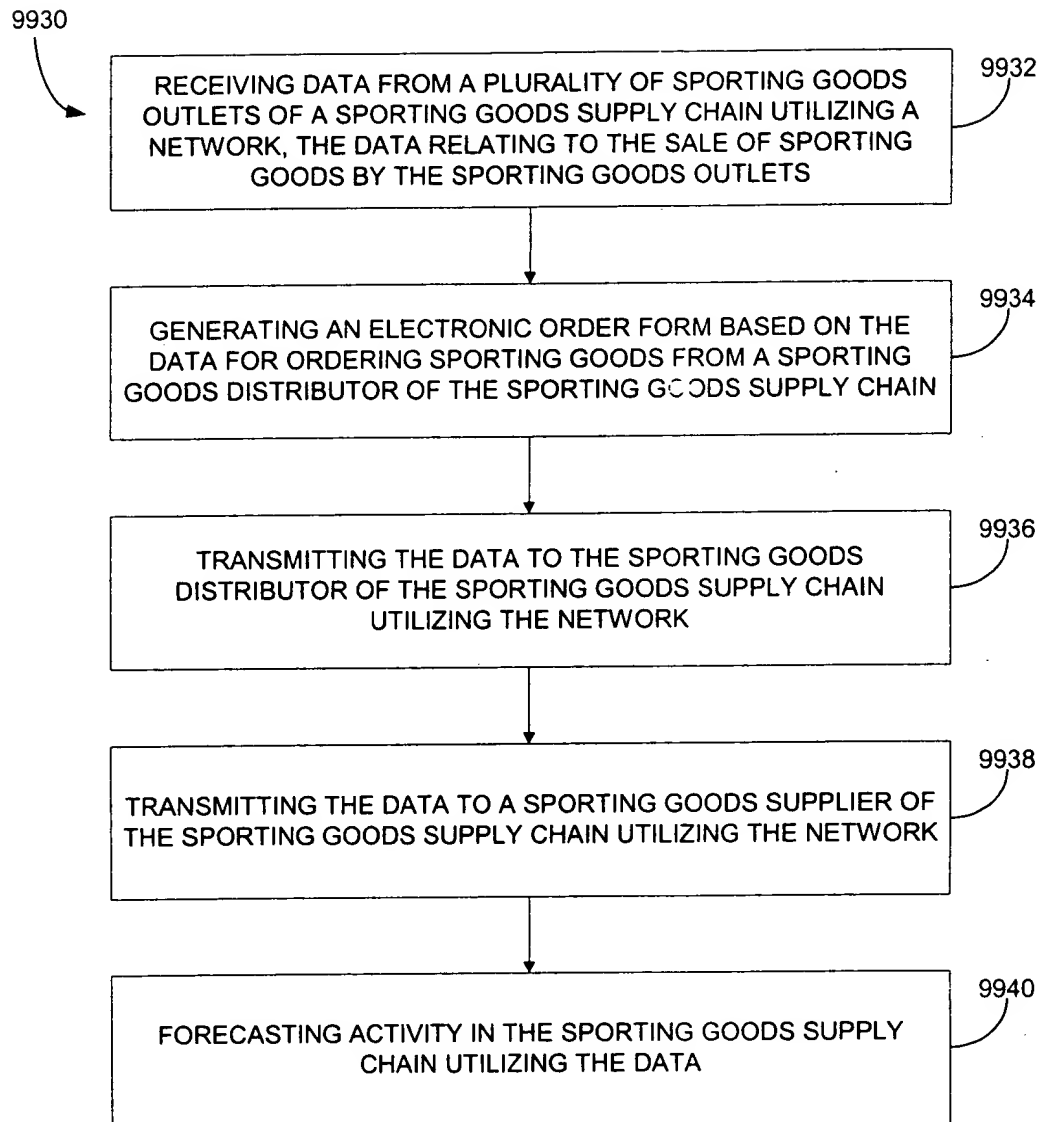
09015897.070601



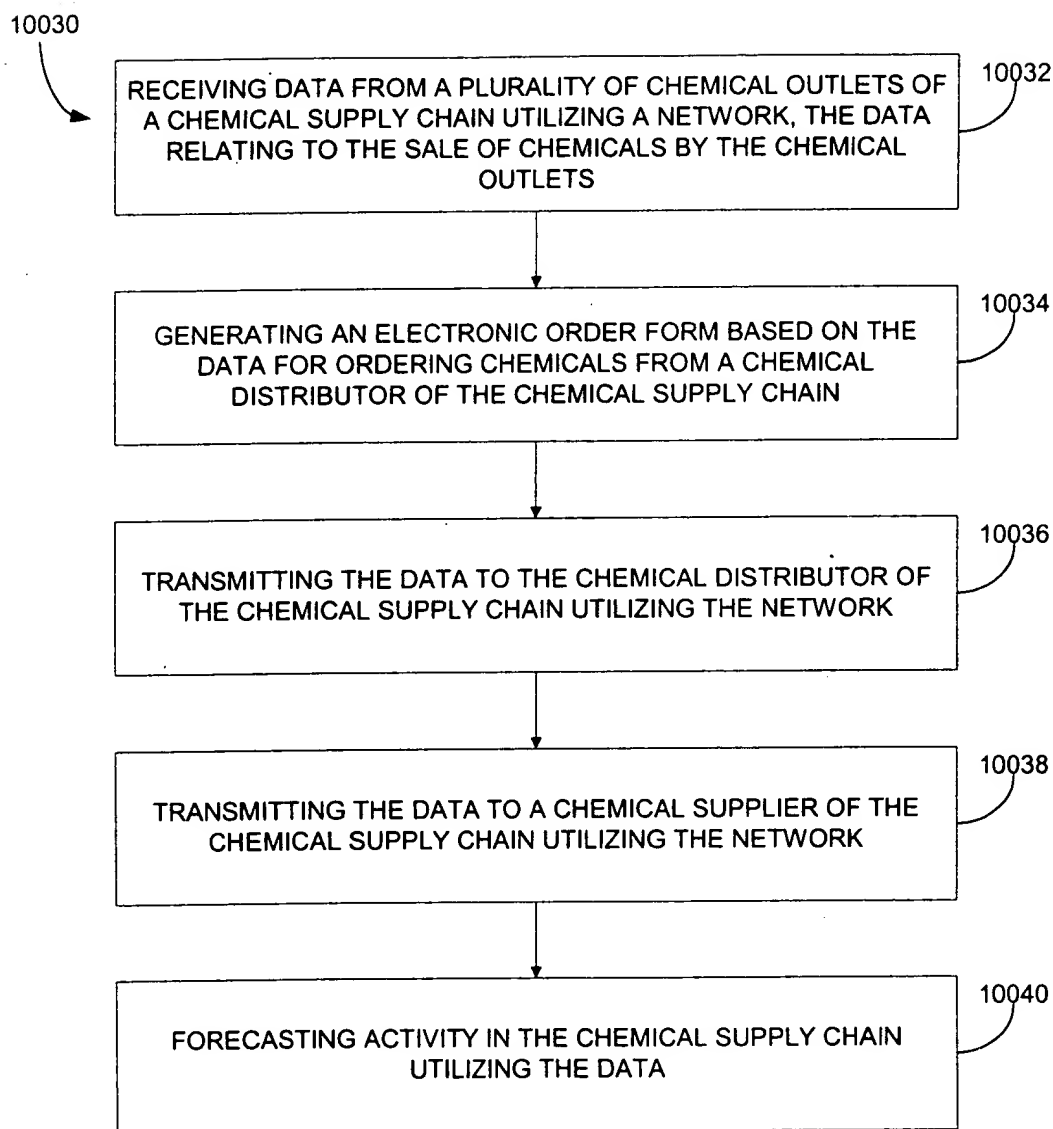
**FIG. 97**



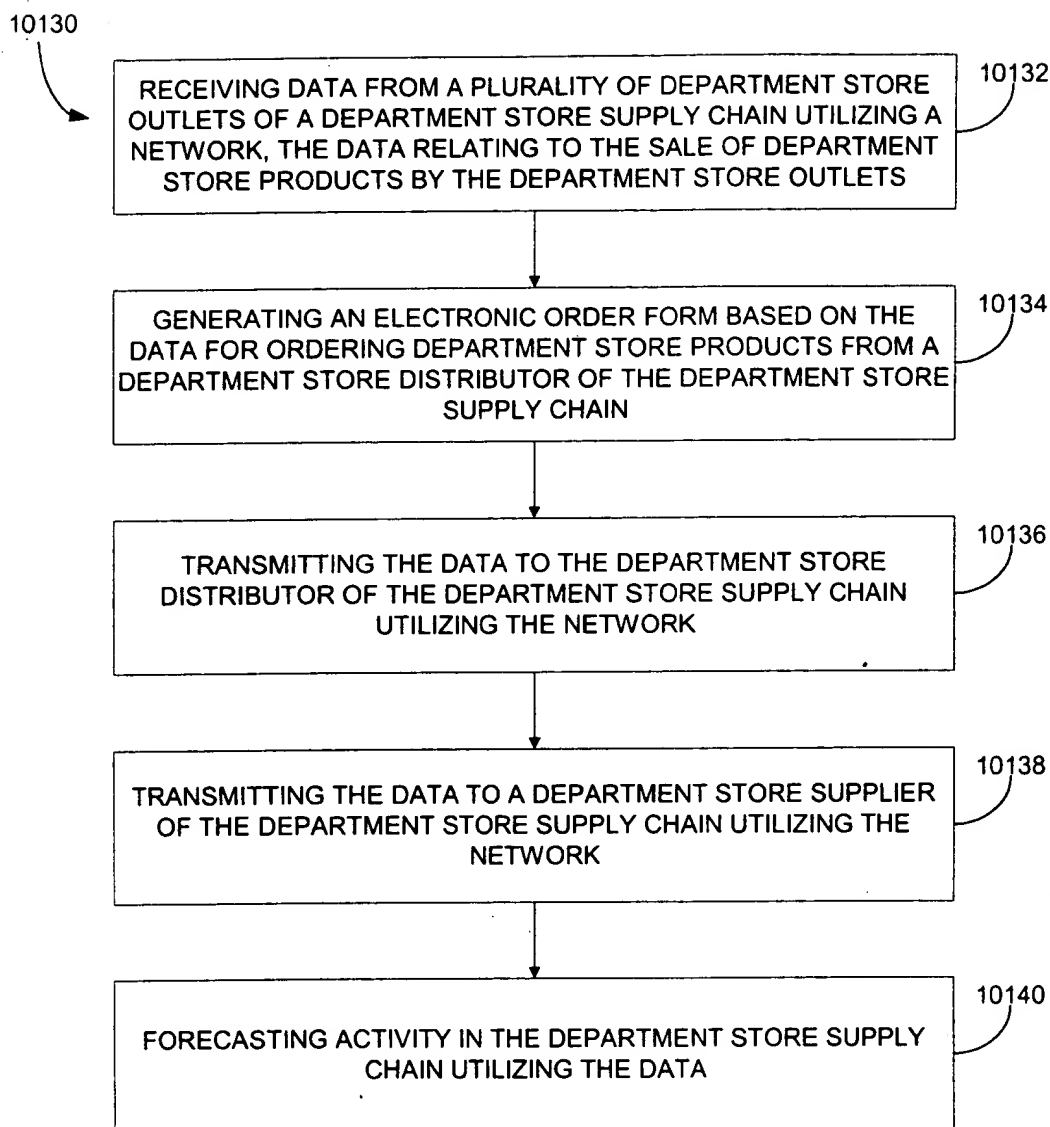
**FIG. 98**



**FIG. 99**

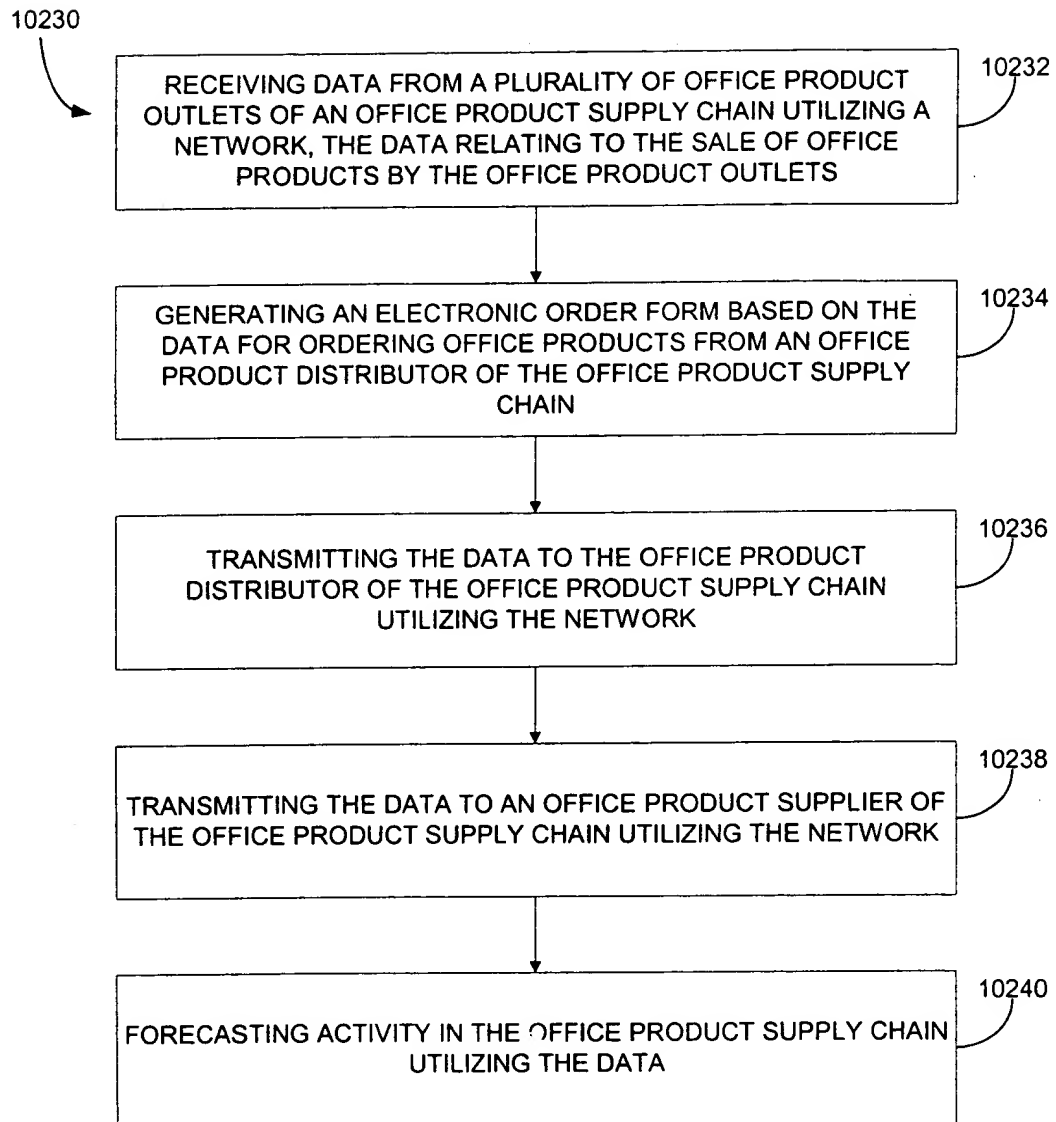


**FIG. 100**



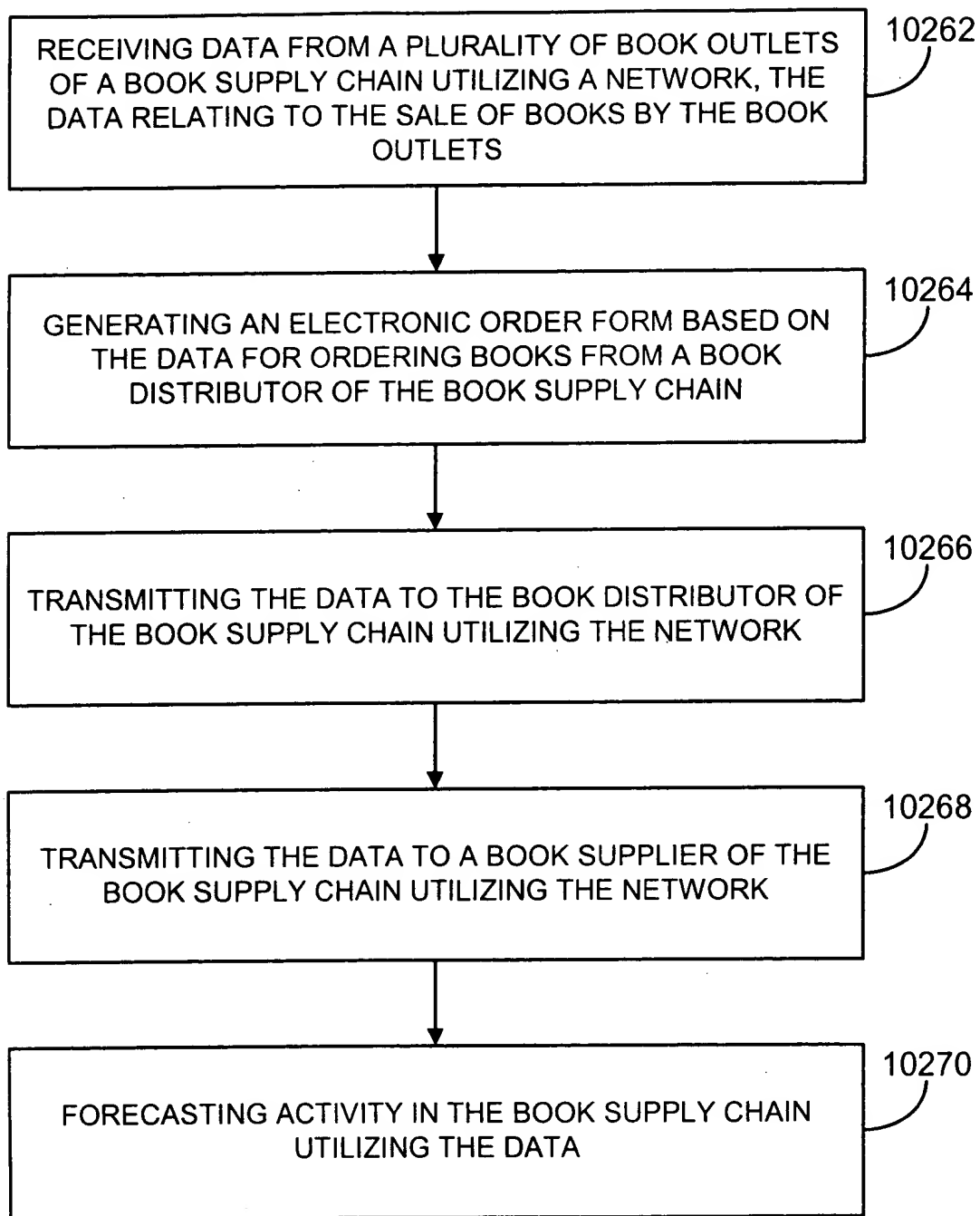
**FIG. 101**

091589-070604

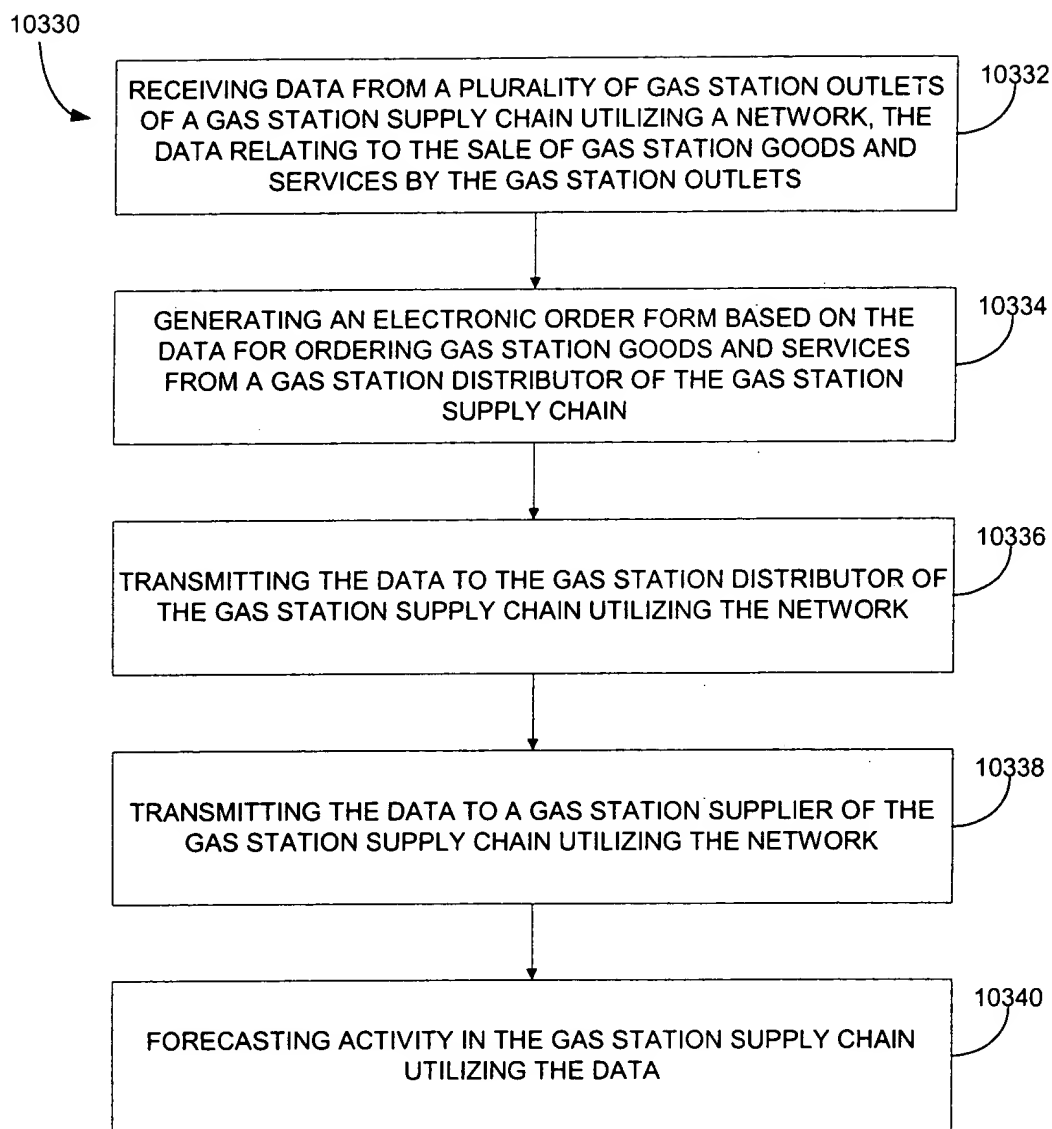


**FIG. 102A**

10260



**FIG. 102B**



**FIG. 103**



```
graph TD; 10430 --> 10432[RECEIVING DATA FROM A PLURALITY OF CONVENIENCE STORE OUTLETS OF AN CONVENIENCE STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CONVENIENCE STORE PRODUCTS AND SERVICES BY THE CONVENIENCE STORE OUTLETS]; 10432 --> 10434[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CONVENIENCE STORE PRODUCTS AND SERVICES FROM AN CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN]; 10434 --> 10436[TRANSMITTING THE DATA TO THE CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10436 --> 10438[TRANSMITTING THE DATA TO AN CONVENIENCE STORE SUPPLIER OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK]; 10438 --> 10440[FORECASTING ACTIVITY IN THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE DATA];
```

10430

RECEIVING DATA FROM A PLURALITY OF CONVENIENCE STORE OUTLETS OF AN CONVENIENCE STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CONVENIENCE STORE PRODUCTS AND SERVICES BY THE CONVENIENCE STORE OUTLETS 10432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CONVENIENCE STORE PRODUCTS AND SERVICES FROM AN CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN 10434

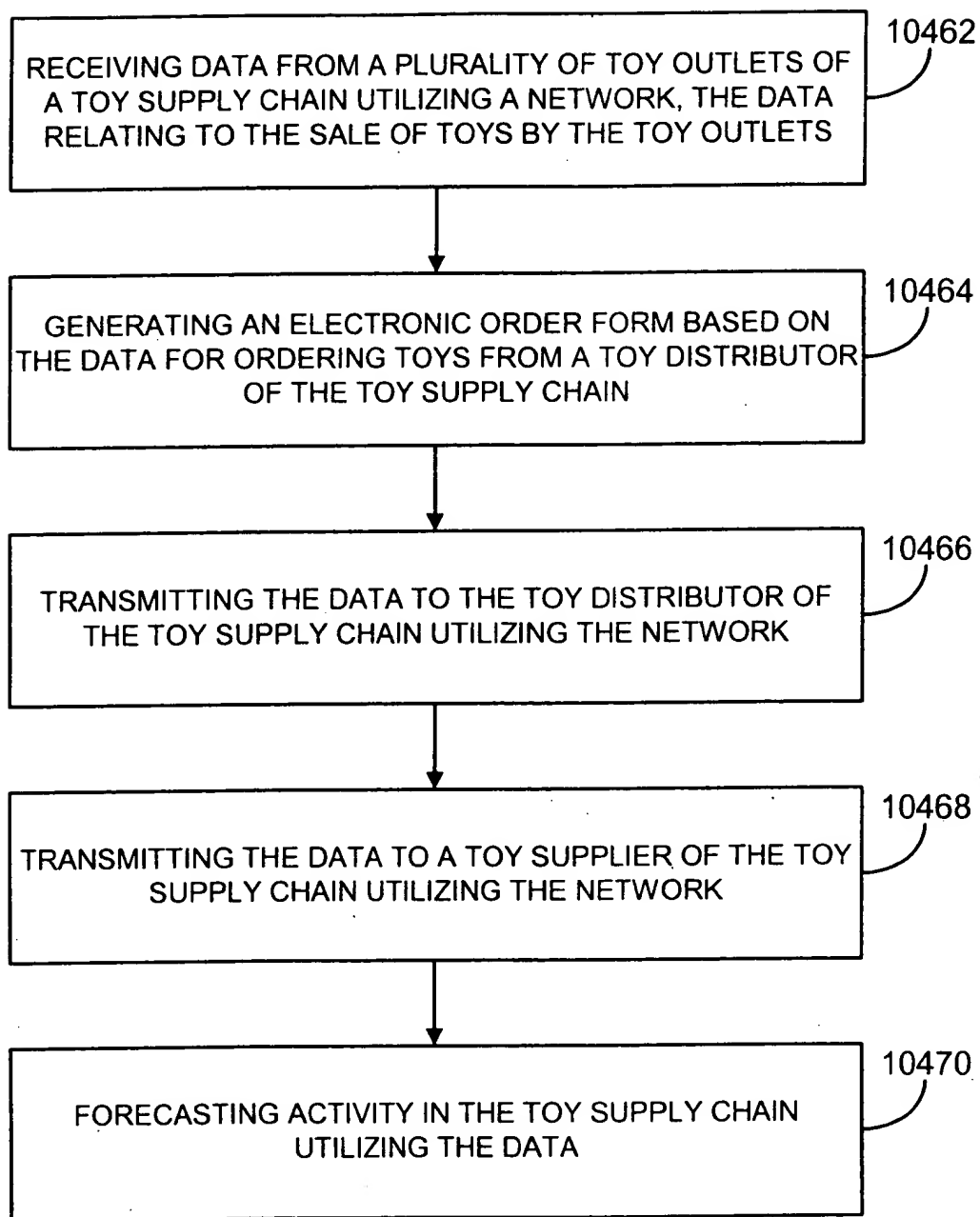
TRANSMITTING THE DATA TO THE CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK 10436

TRANSMITTING THE DATA TO AN CONVENIENCE STORE SUPPLIER OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK 10438

FORECASTING ACTIVITY IN THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE DATA 10440

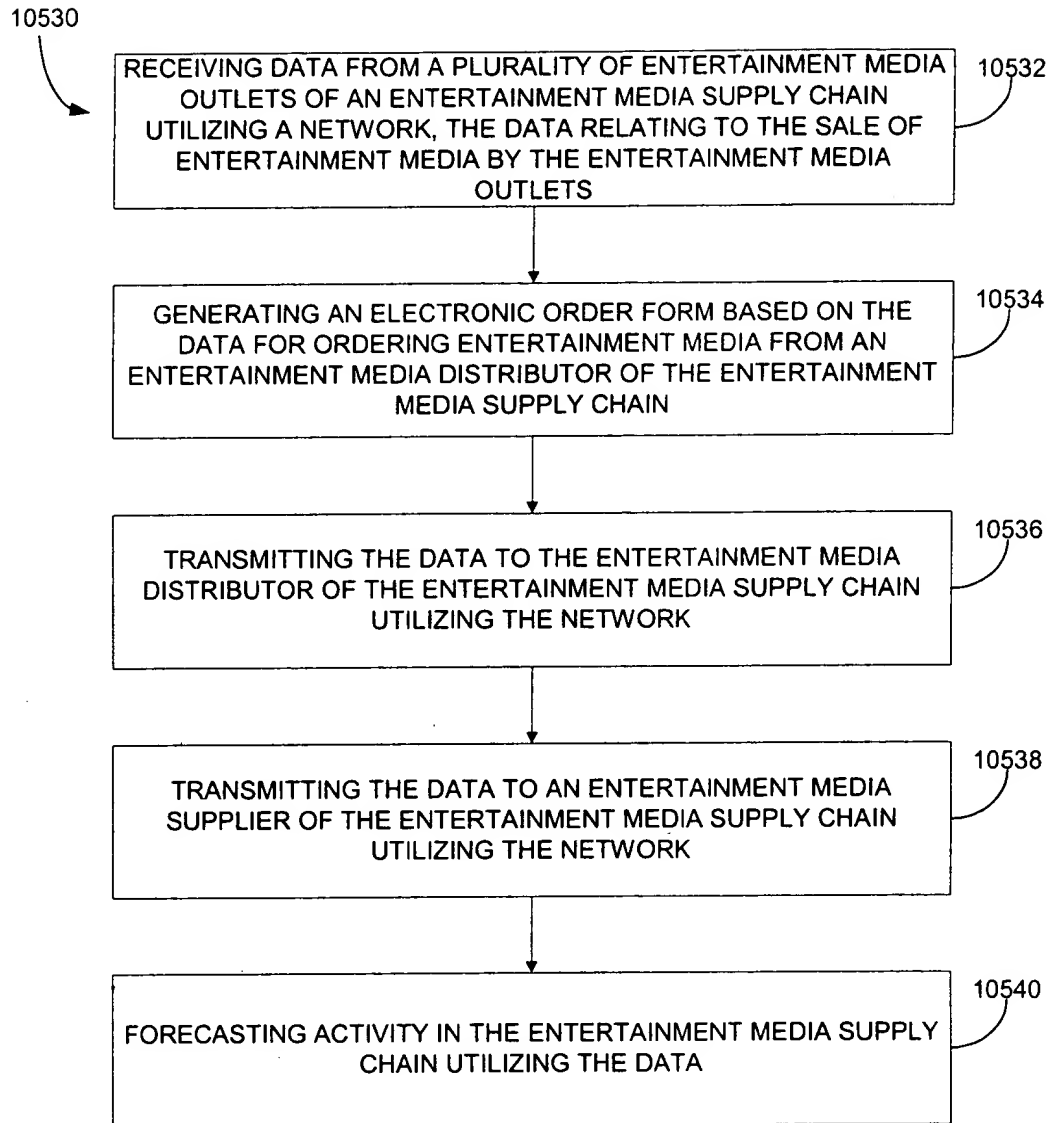
FIG. 104A

10460



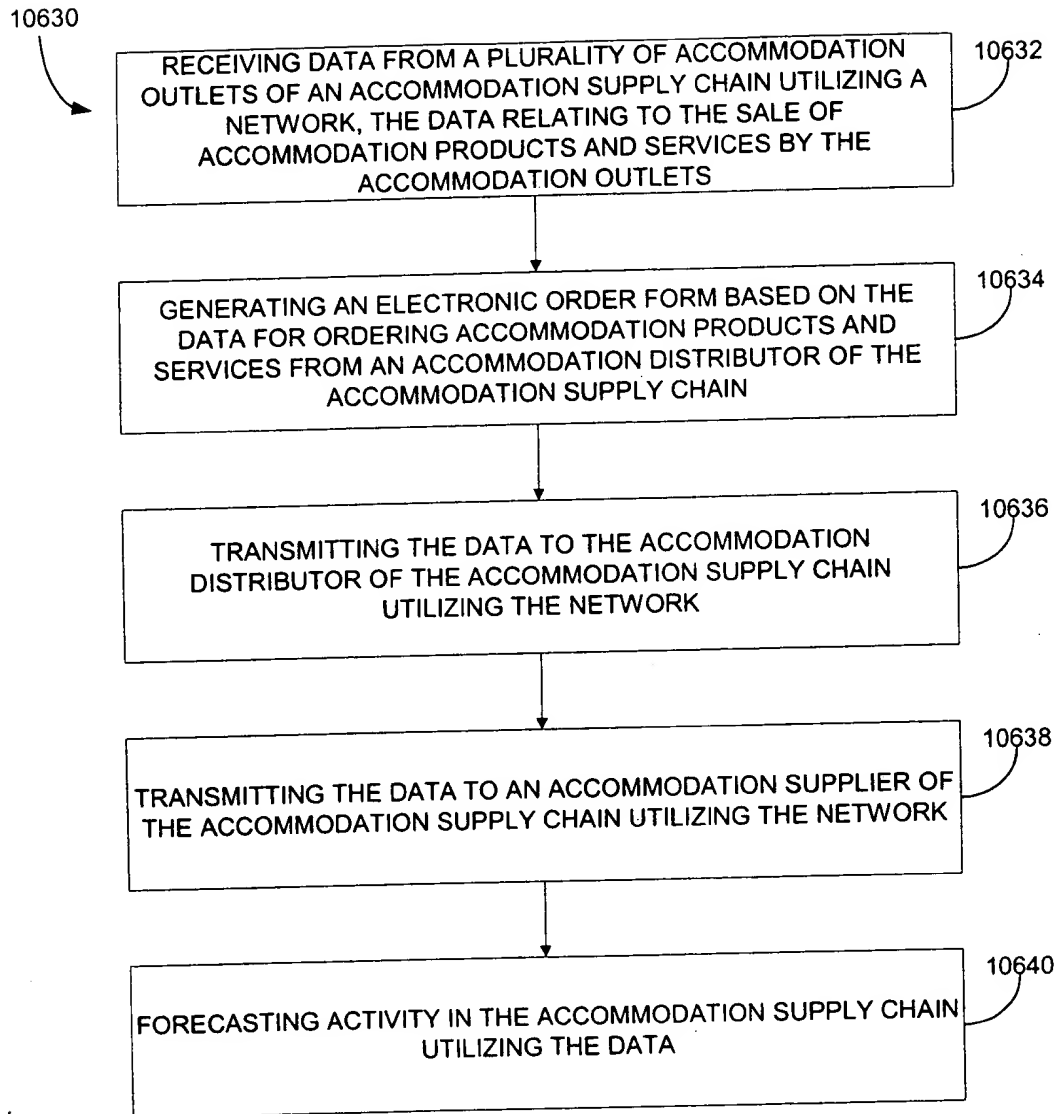
**FIG. 104B**

09815897.070601



**FIG. 105**

FIG. 106



**FIG. 106**

09015897.070601

10730

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

10732

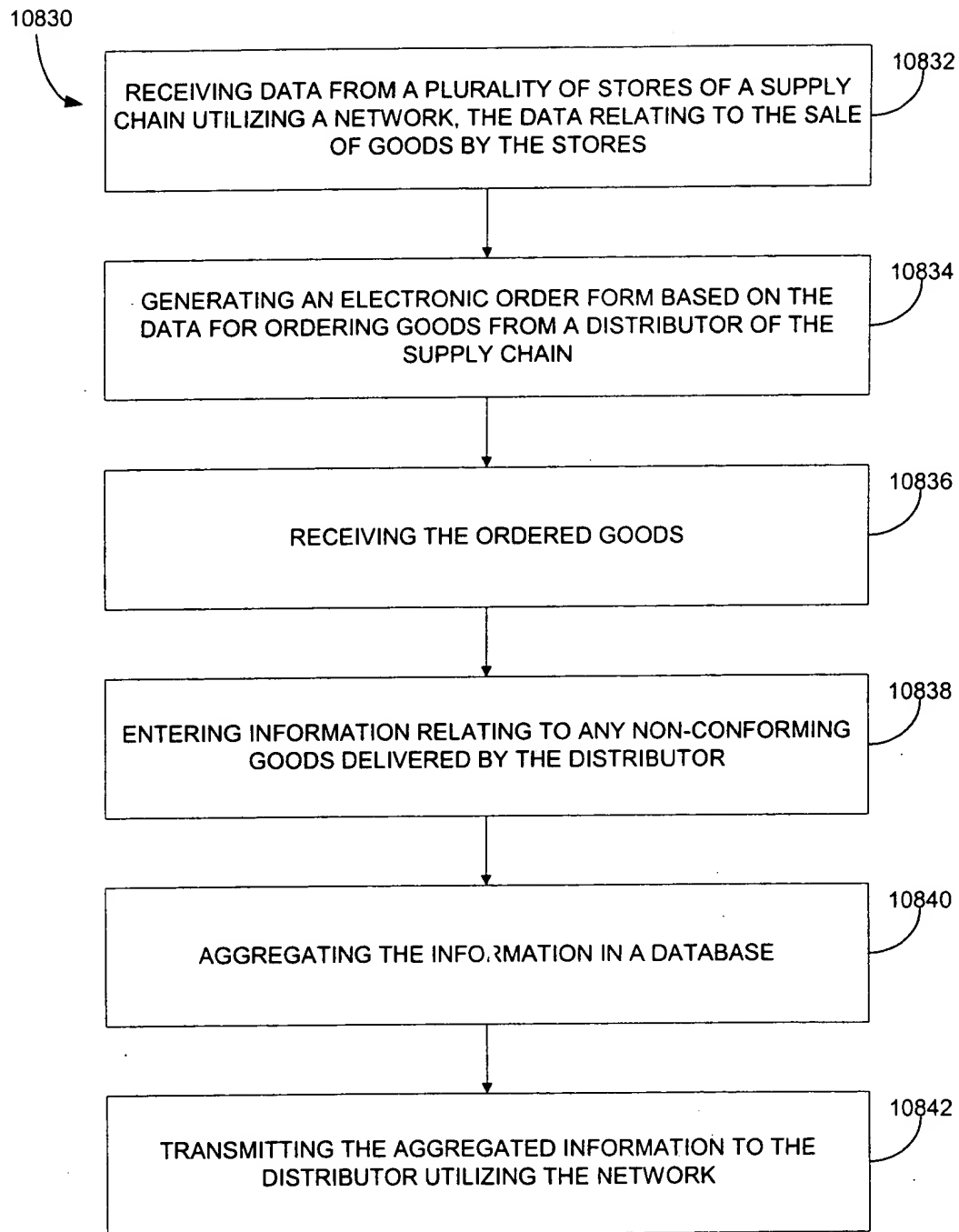
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

10734

TRANSMITTING THE DATA TO SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK, WHEREIN THE SUPPLIERS OFFER RAW PRODUCTS USED FOR PRODUCING THE GOODS AT A PREDETERMINED PRICE, THE PRICE DECREASING AS A FUNCTION OF TIME DURING A PREDETERMINED DURATION

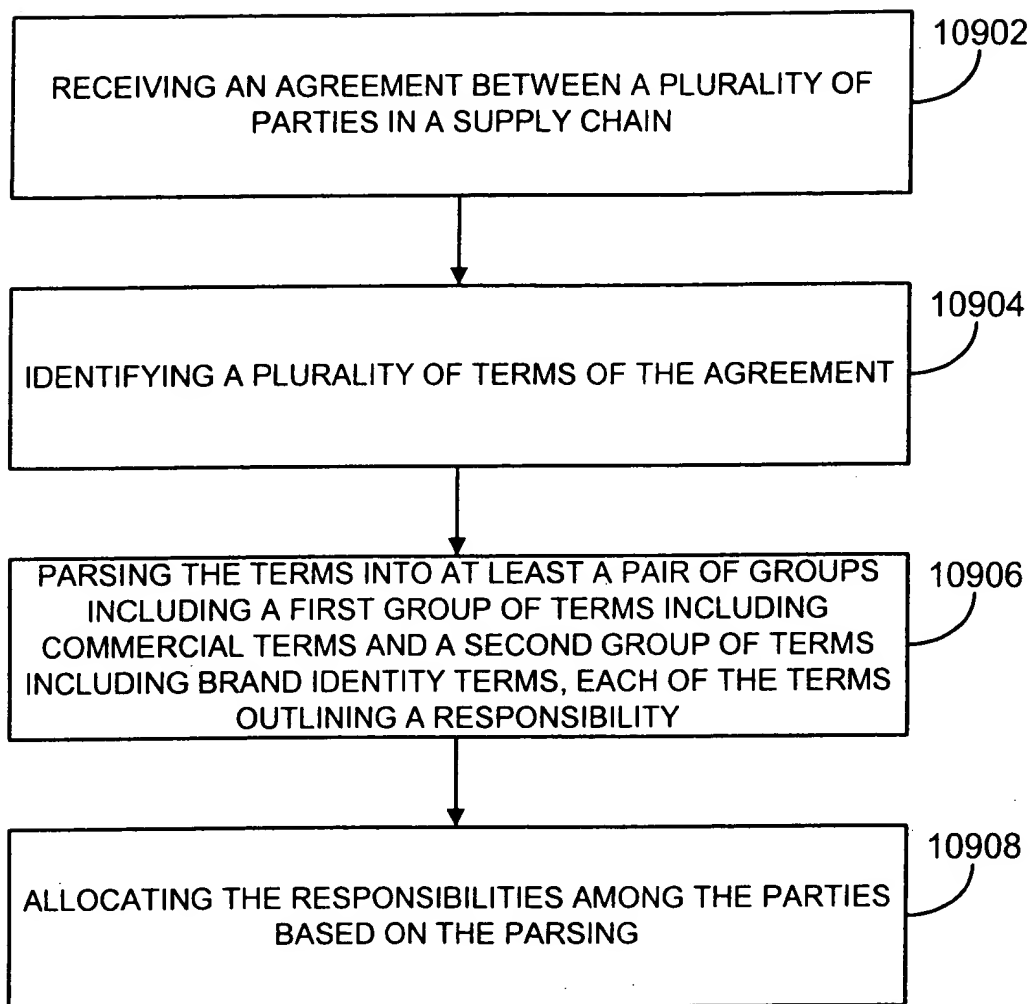
10736

**FIG. 107**



**FIG. 108**

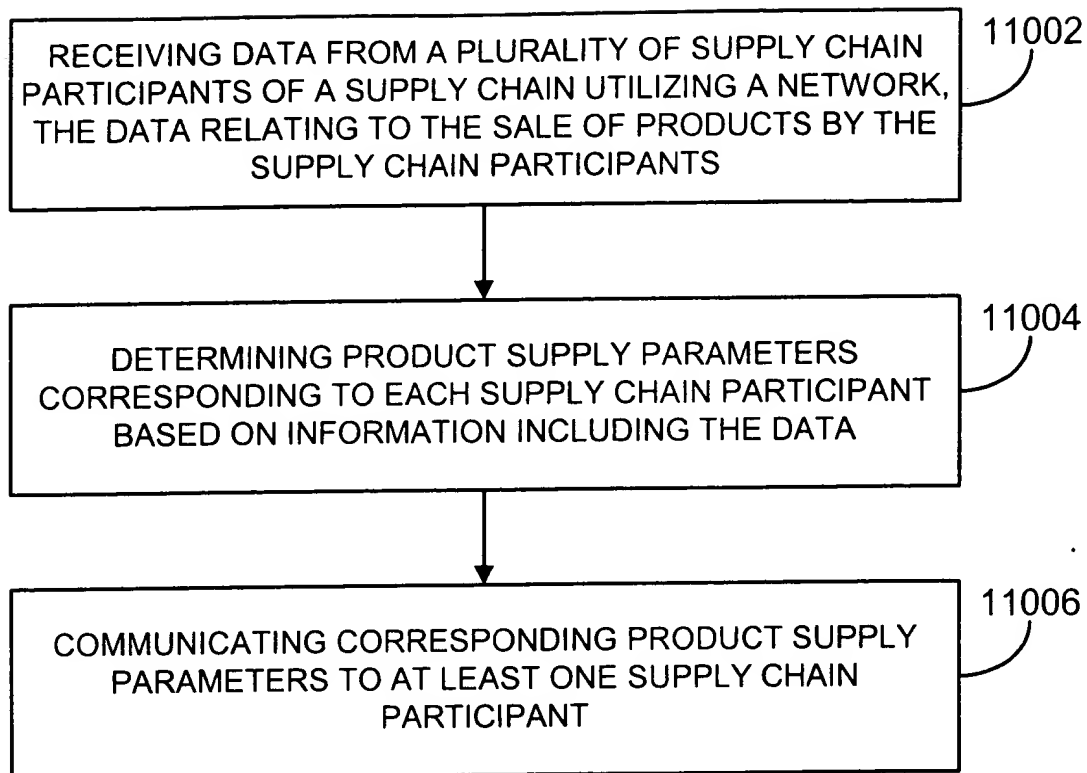
10900



**FIG. 109**

09815897.070601

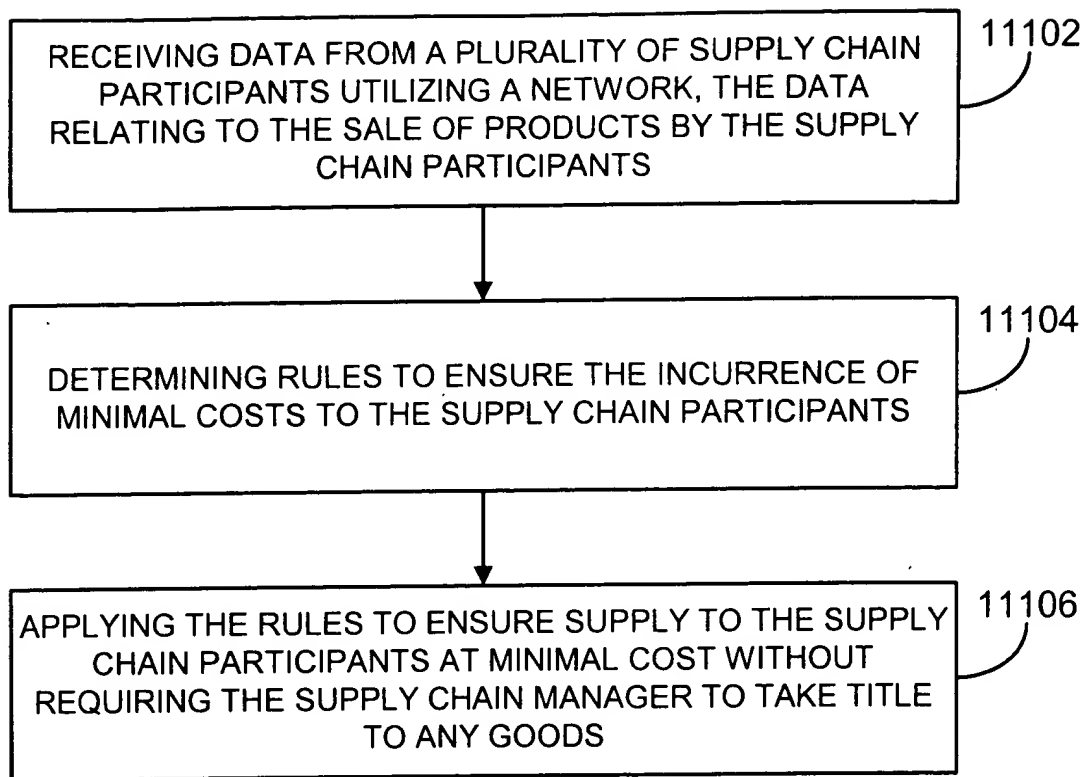
11000



**FIG. 110**

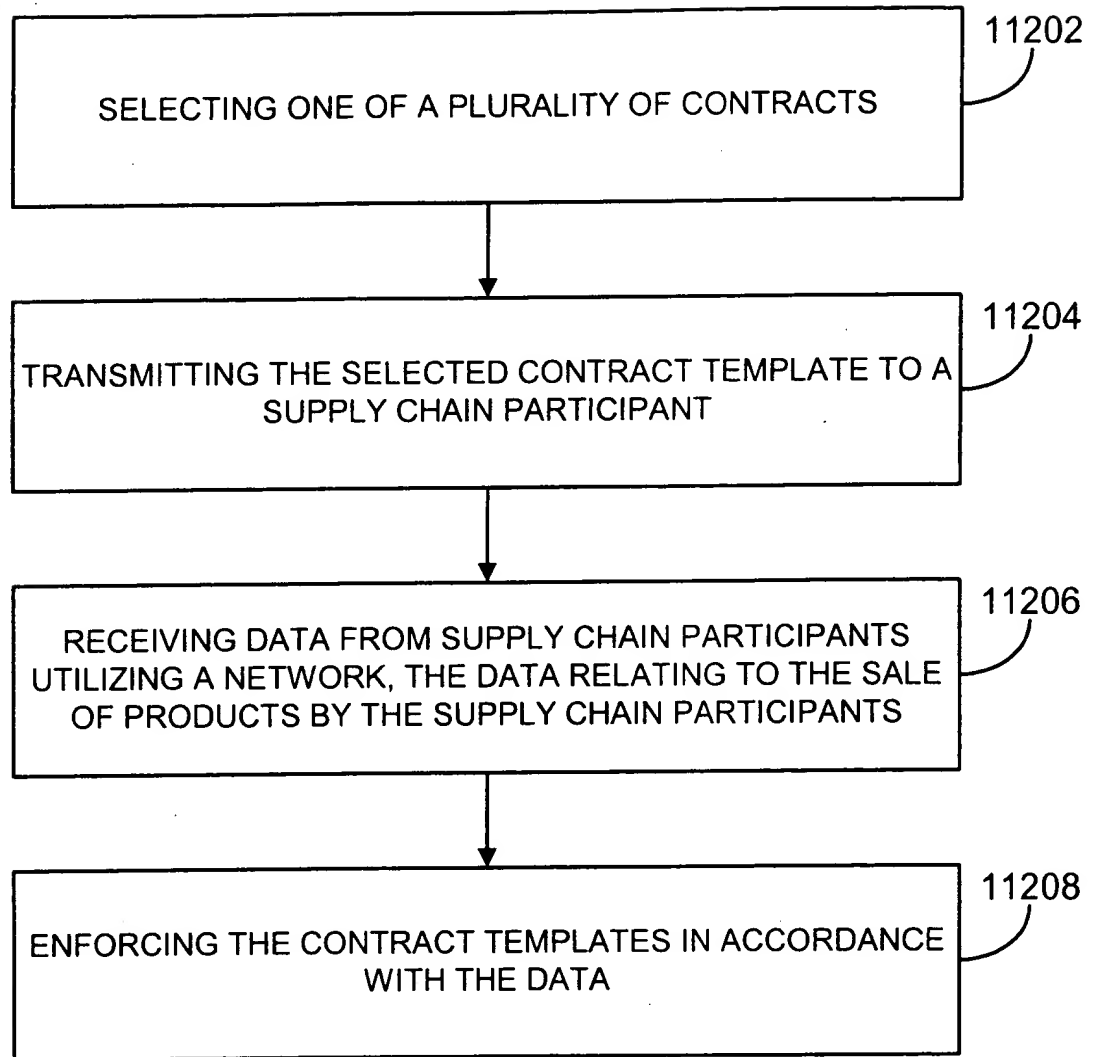


11100



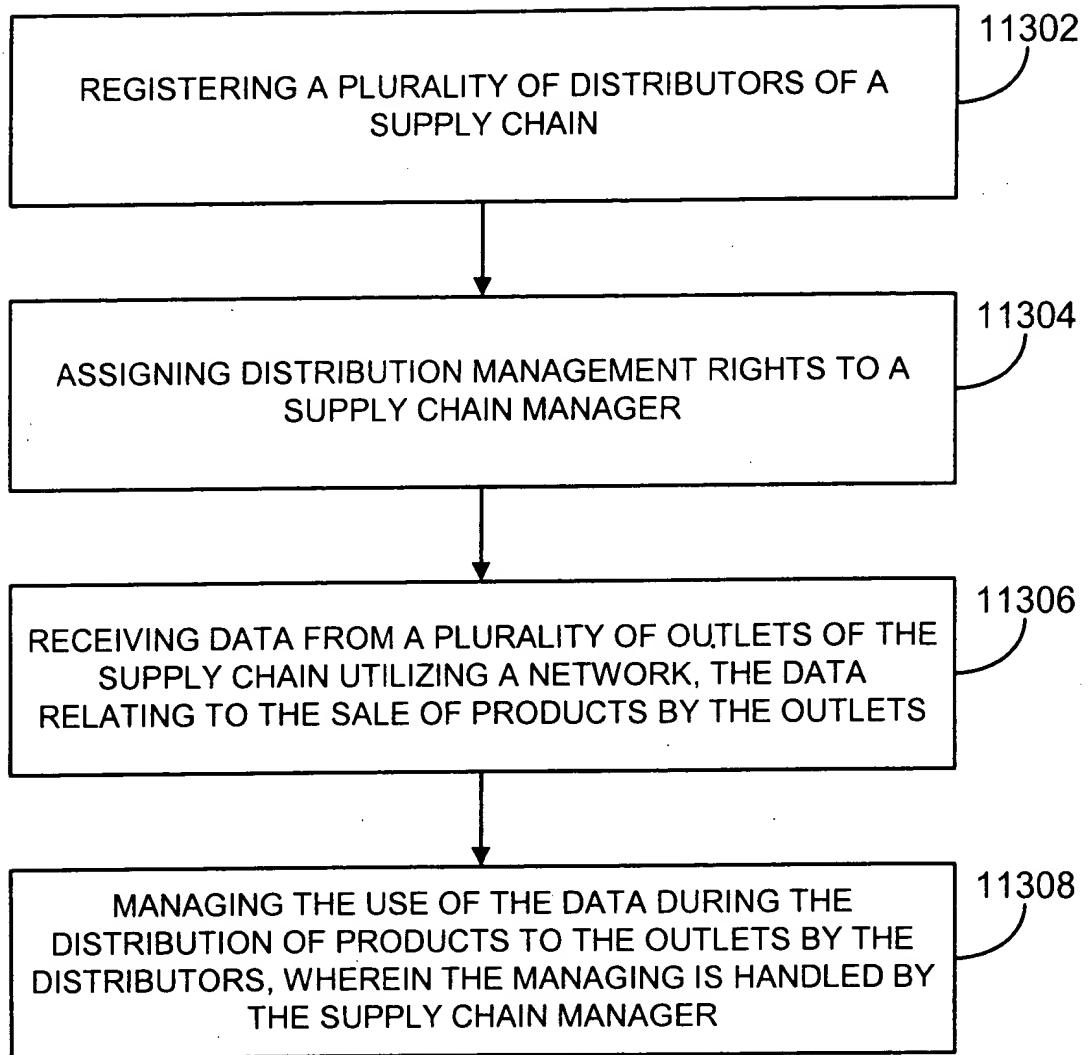
**FIG. 111**

11200



**FIG. 112**

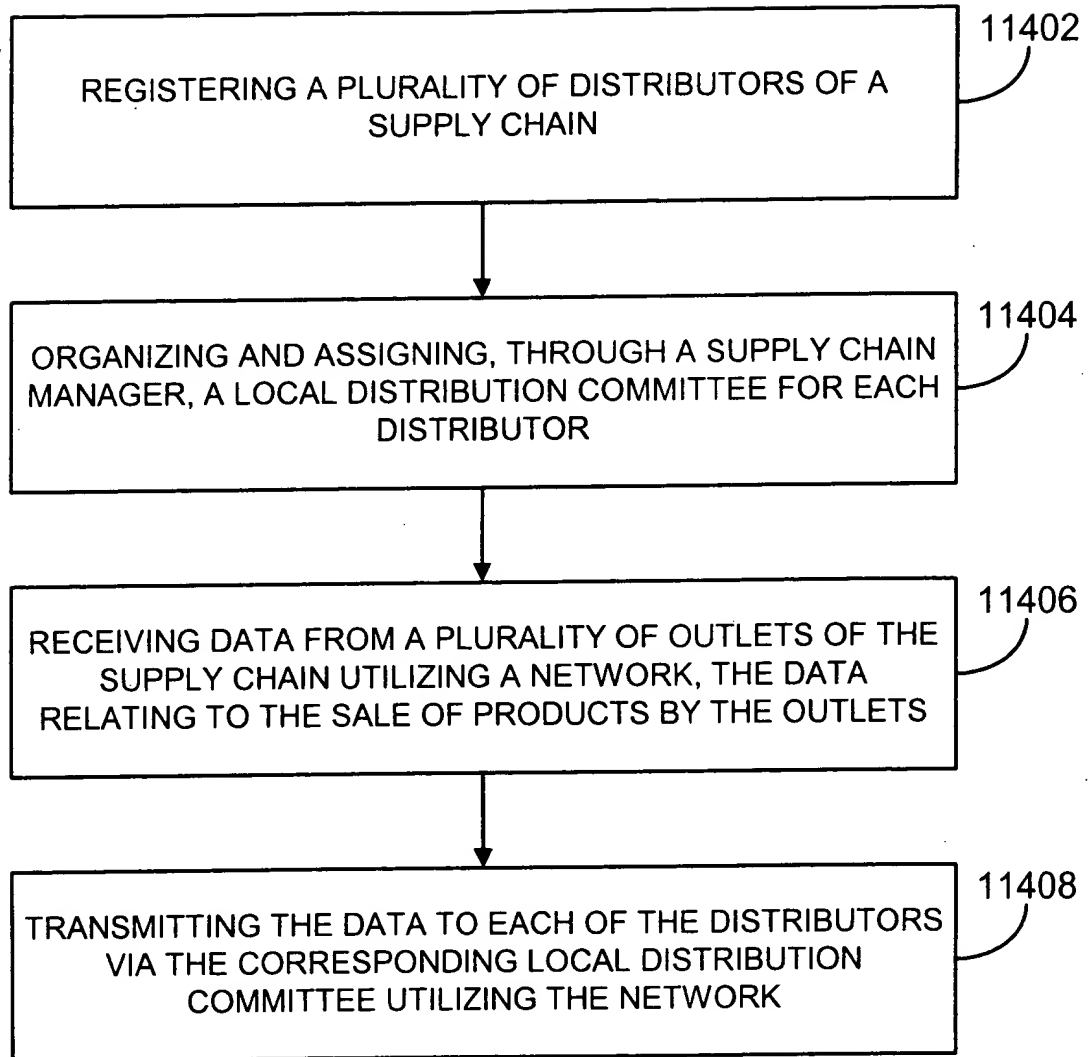
11300



**FIG. 113**

FIG. 113

11400



**FIG. 114**

11500

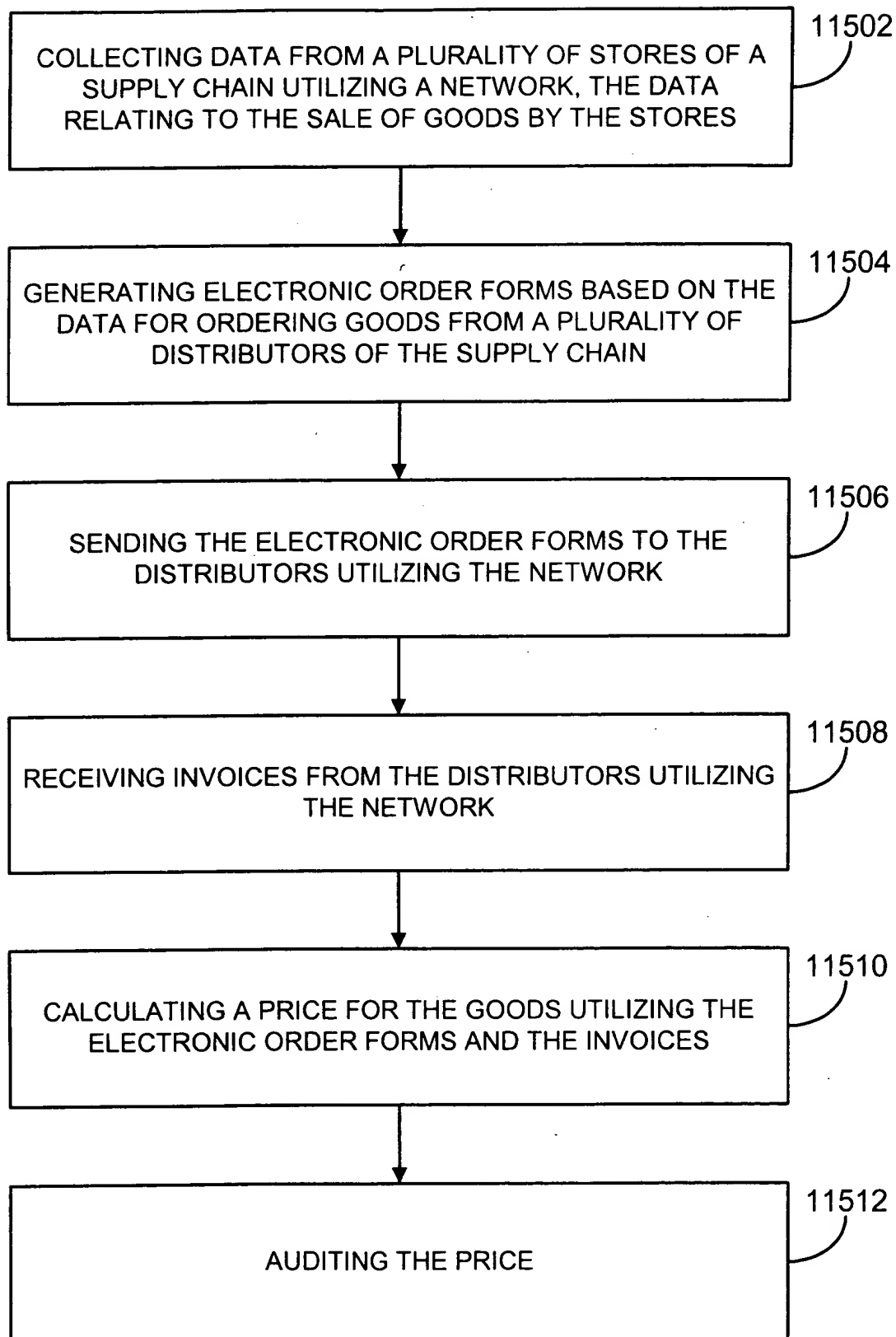
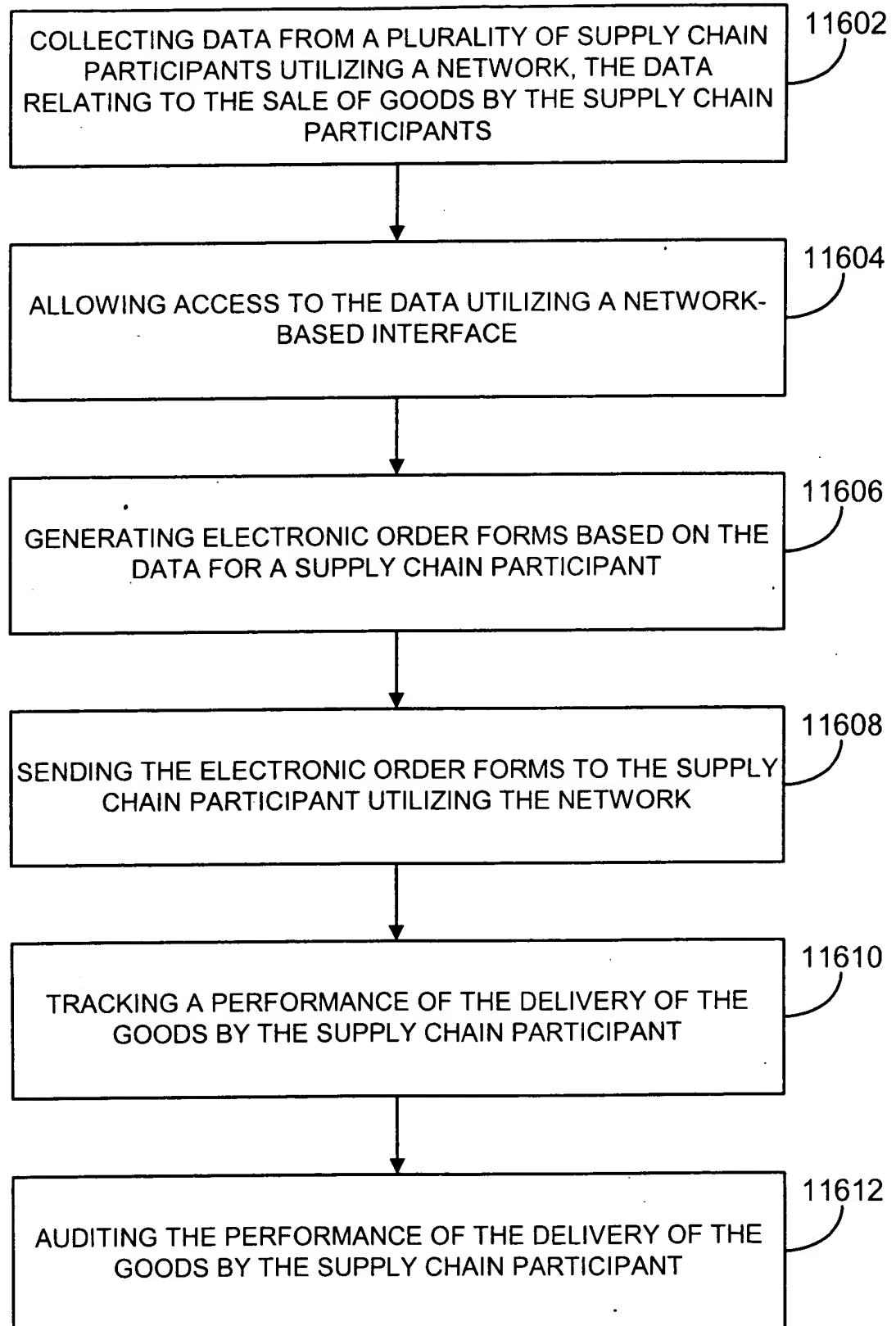


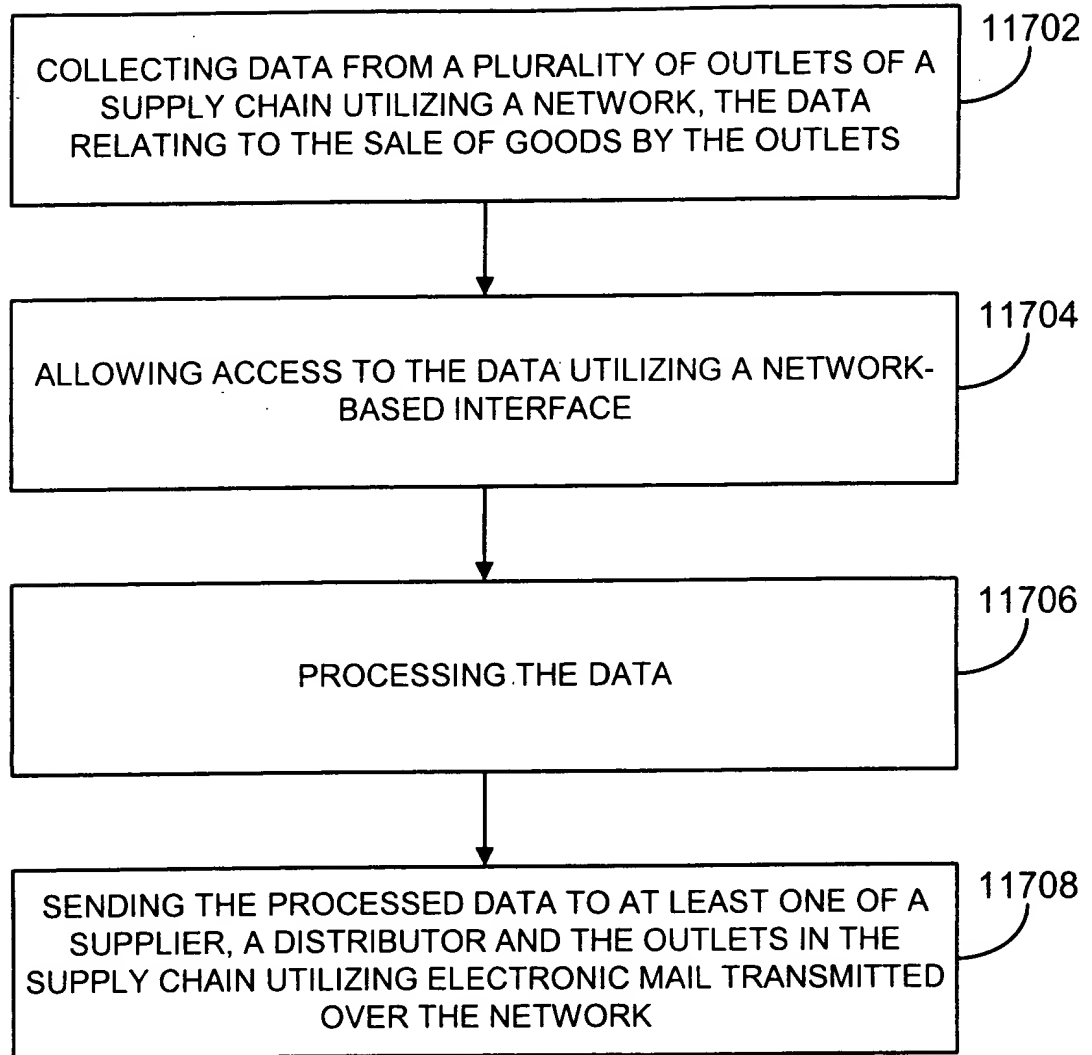
FIG. 115

11600



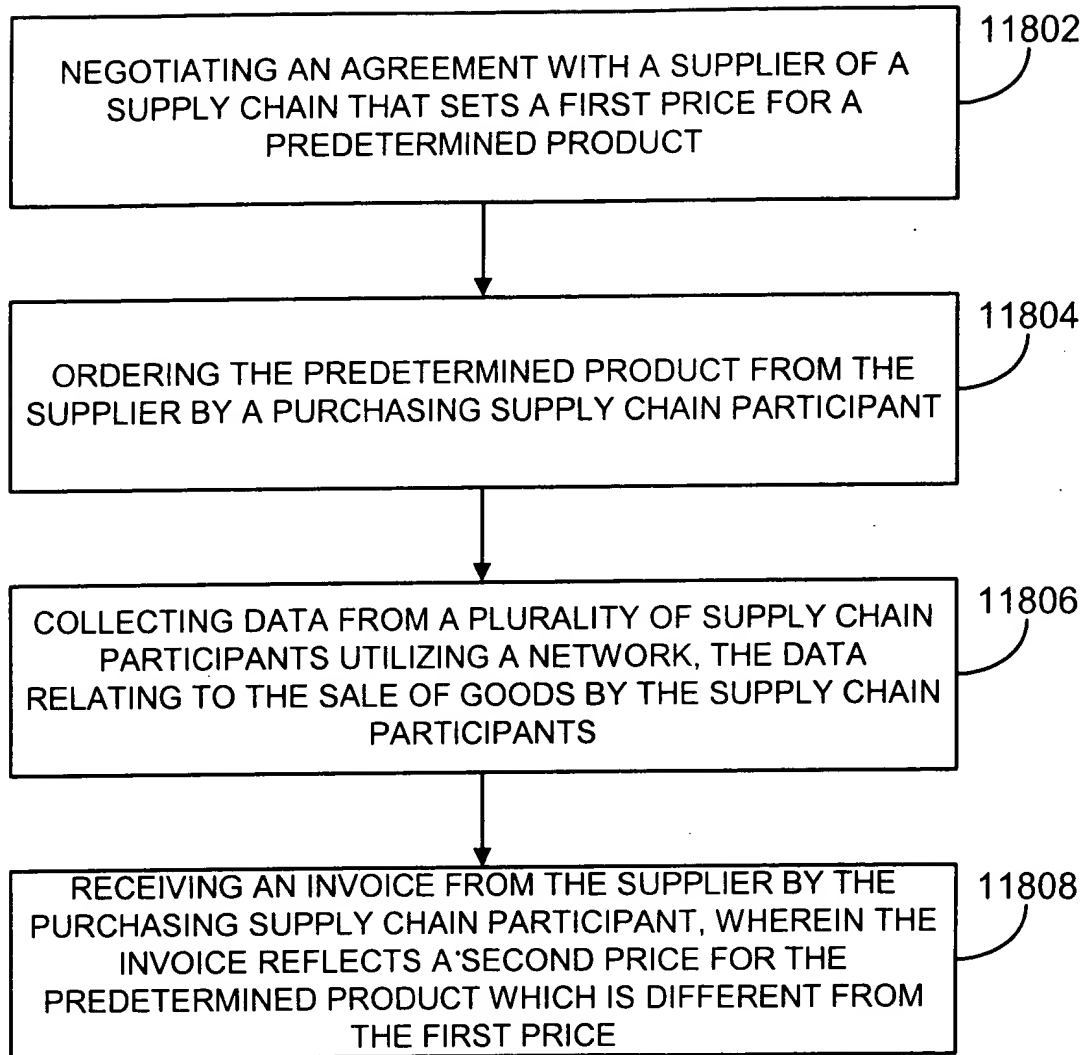
**FIG. 116**

11700



**FIG. 117**

11800

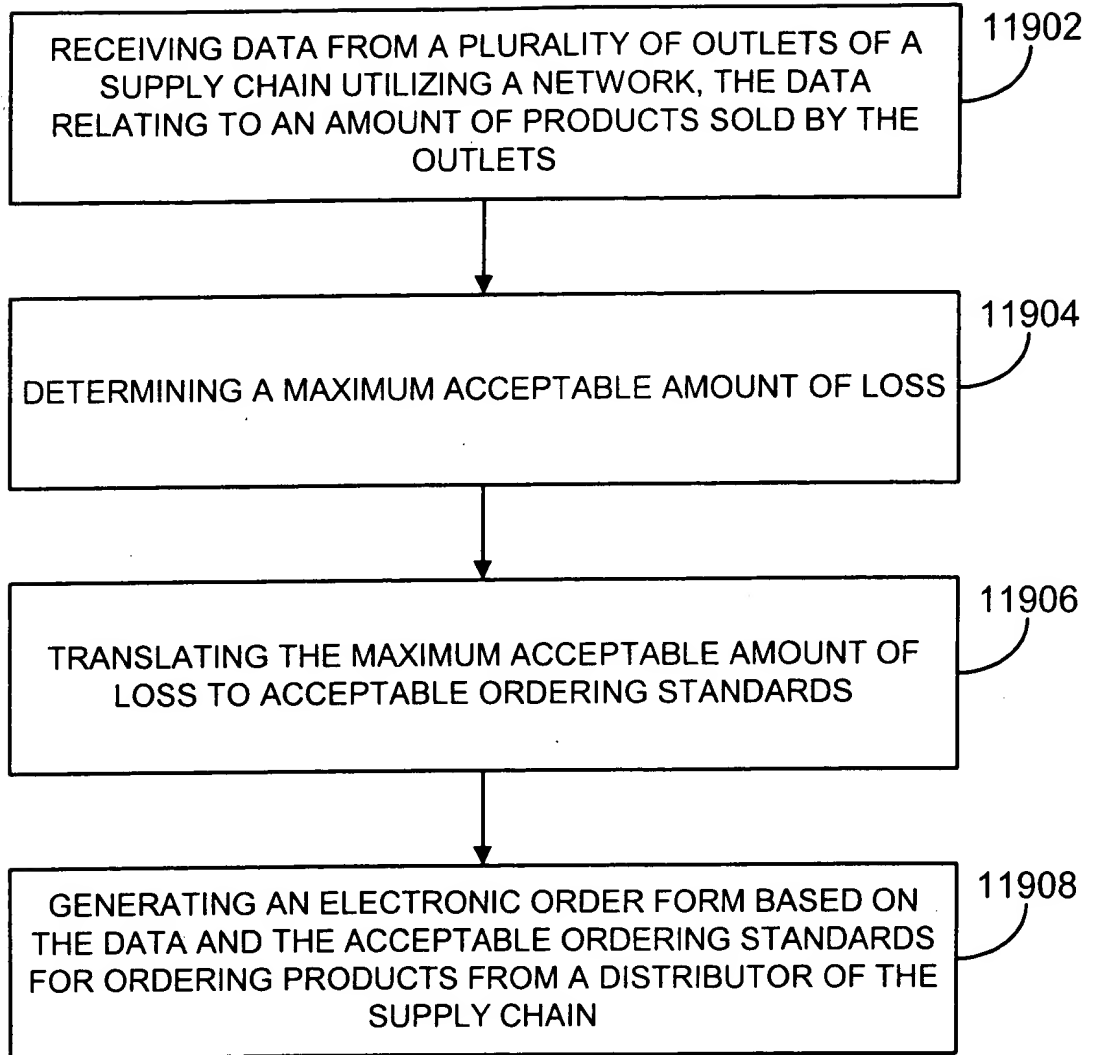


**FIG. 118**

09815897.070601



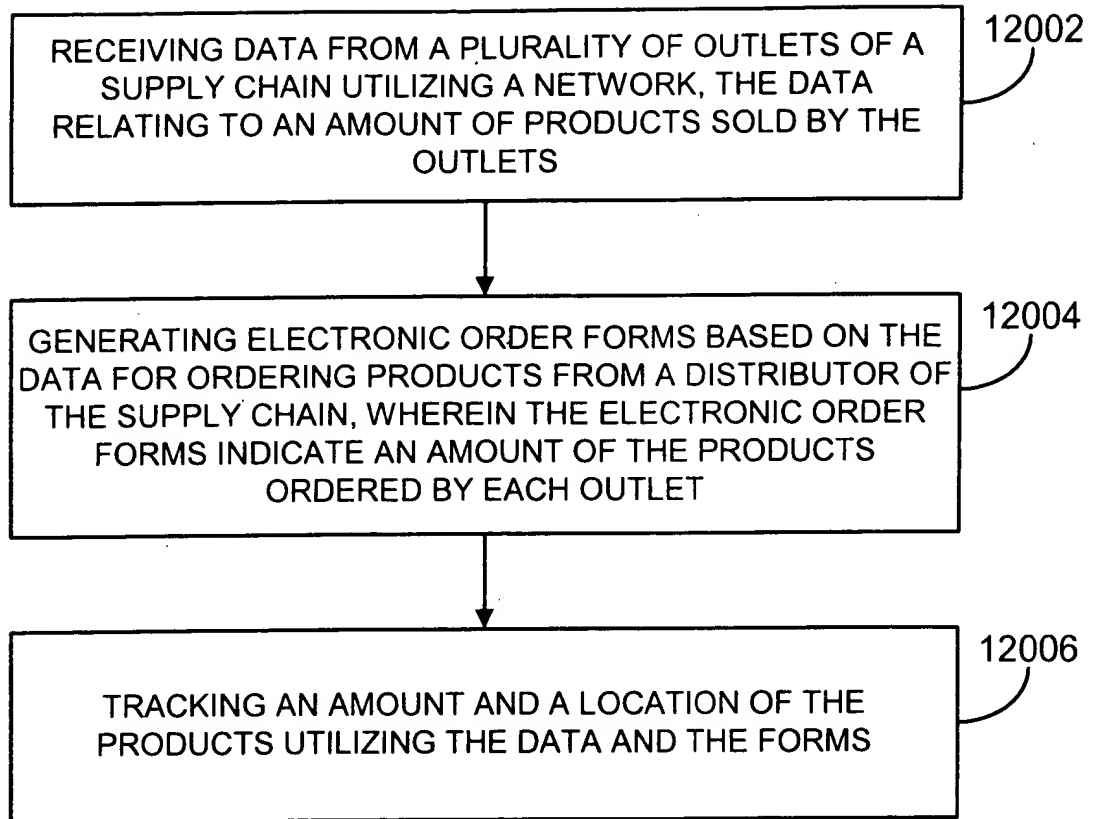
11900



**FIG. 119**

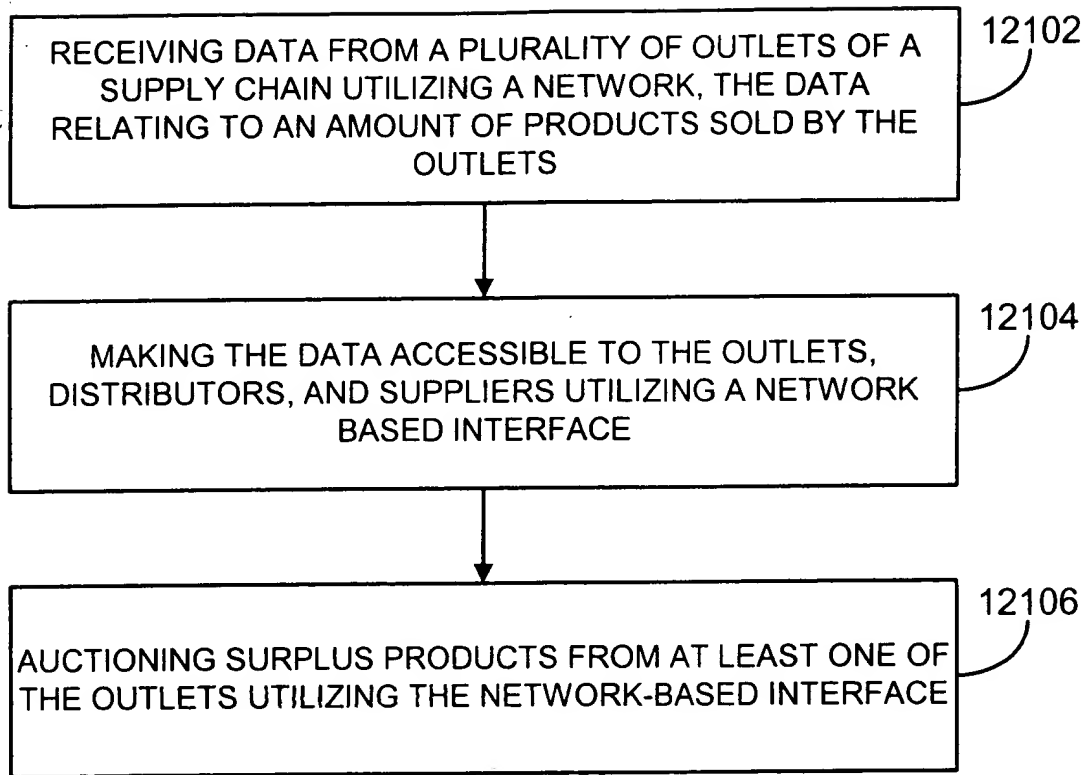
FO9D70" 4685T860

12000



**FIG. 120**

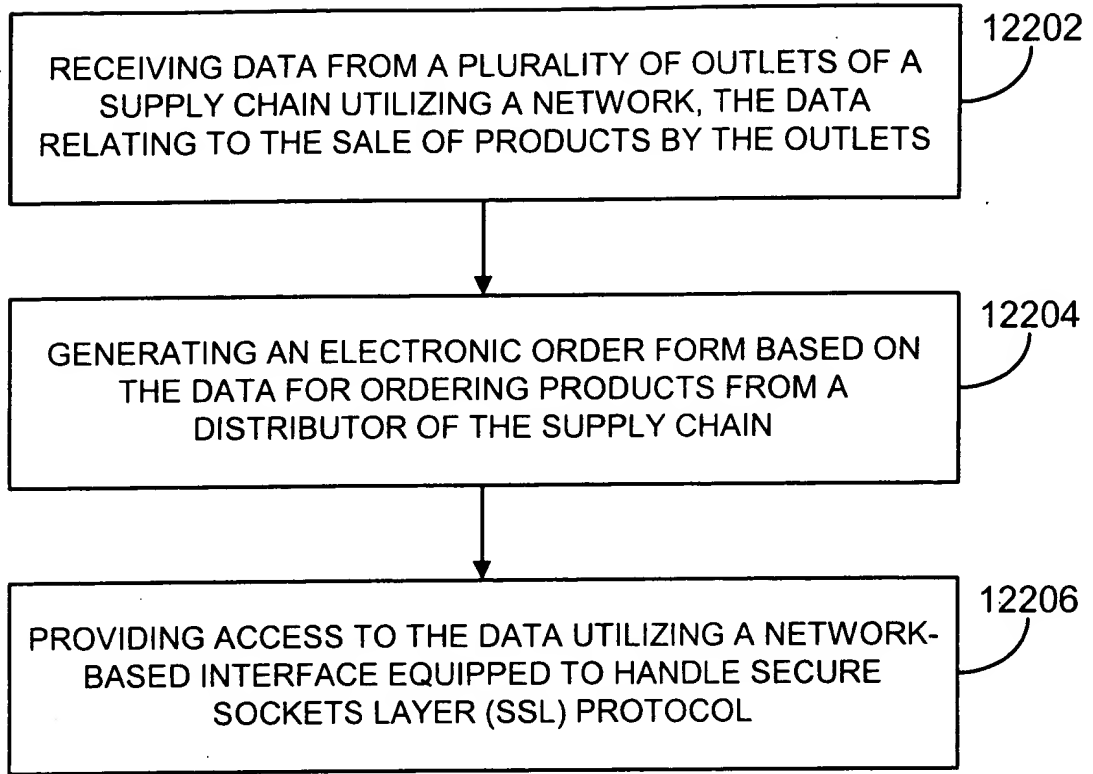
12100



**FIG. 121**

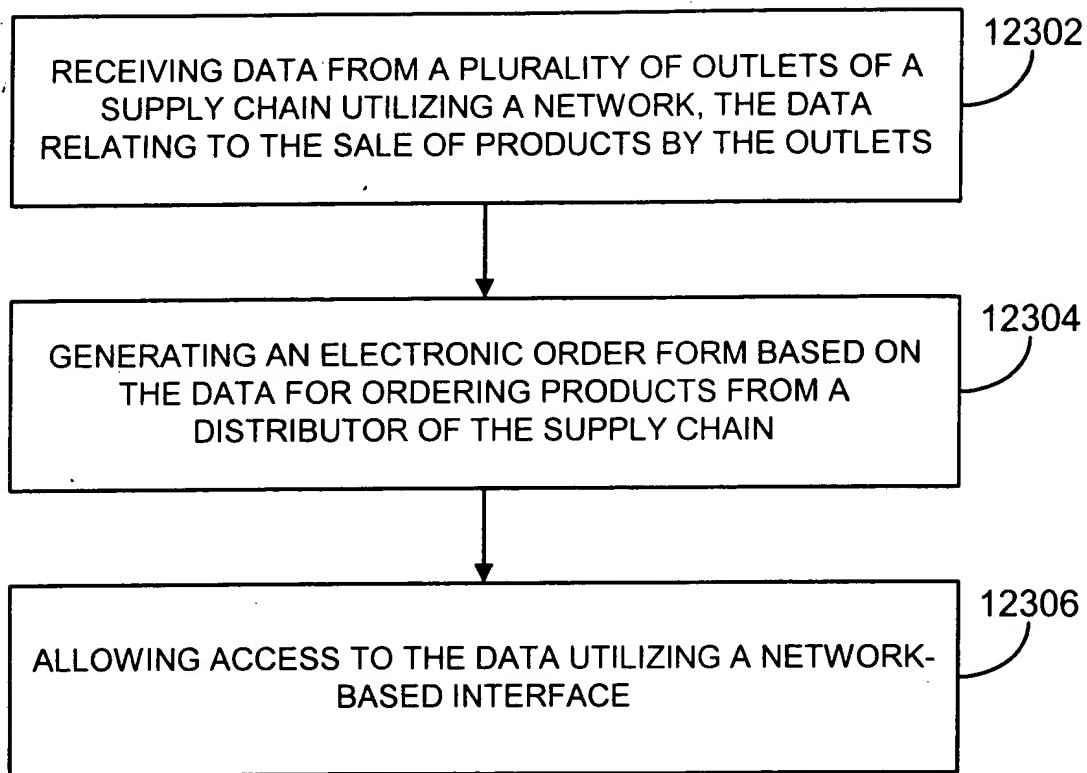
09815897.070501  
109020" 2681860

12200



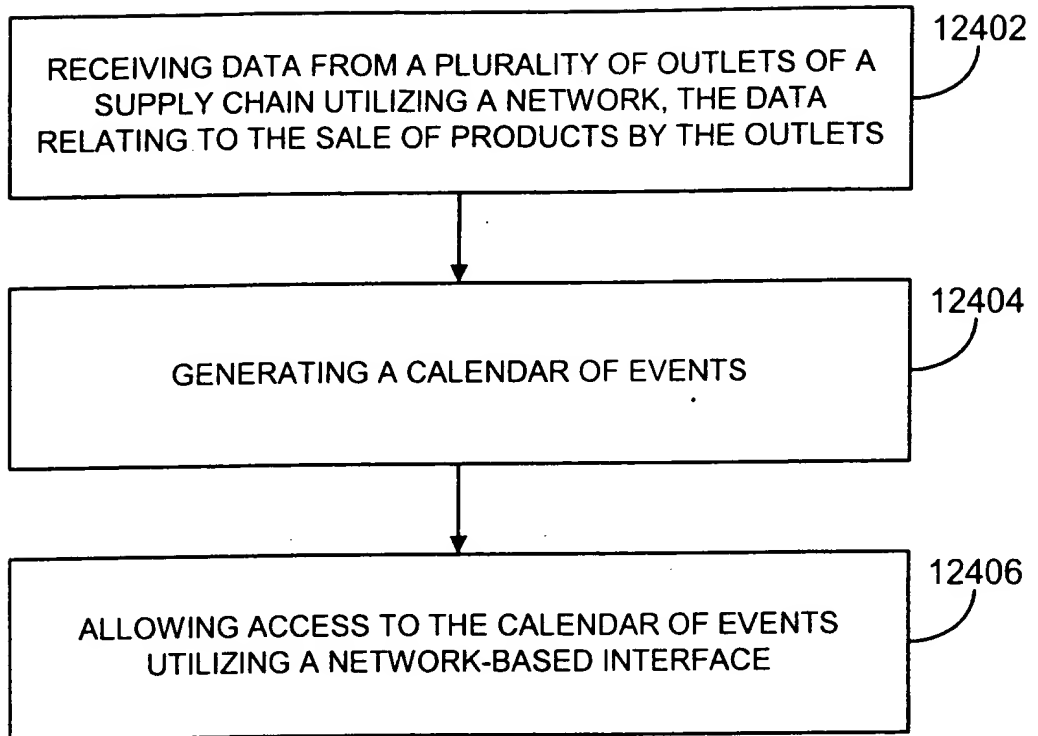
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

1090207685860

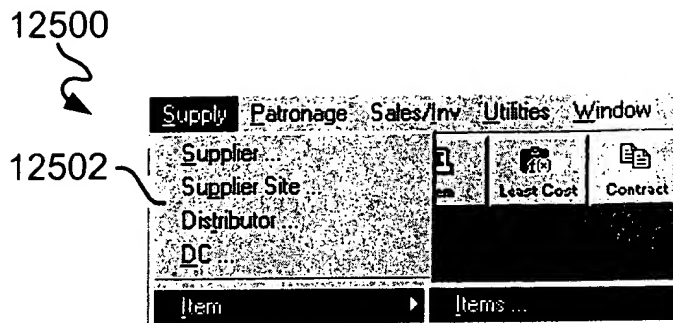


FIG. 125

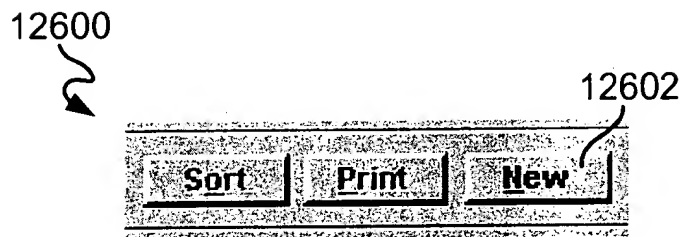


FIG. 126

12700

12702

<b>Item Desc:</b>	<input type="text"/>		
<b>Item Number:</b>	<input type="text"/>	<b>Status Code:</b>	<input type="text" value="Active"/>
<b>Product Cat Code:</b>	<input type="text"/>	<b>Item Rank:</b>	<input type="text"/>

FIG. 127

FO90/0" 4685T860

FD3020" 2685T860

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



109070" / 685T860

12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>Bar Code:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> FOB Shipping Point
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

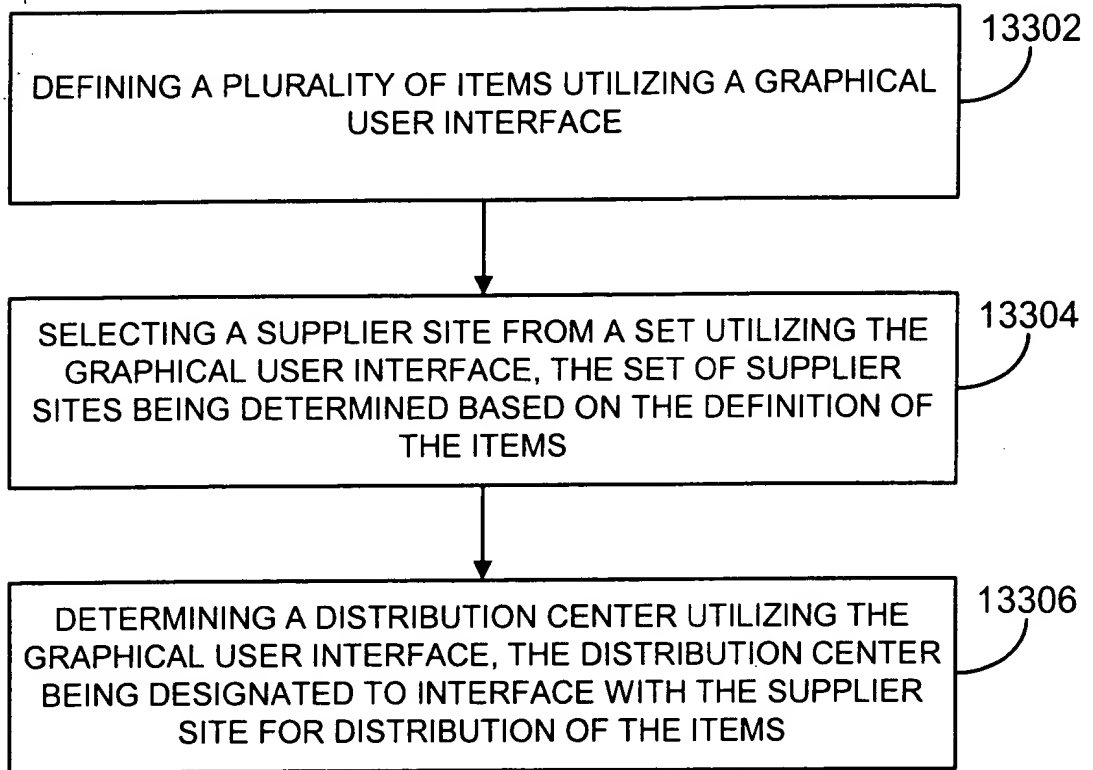
13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active <input checked="" type="checkbox"/>	<b>Rail Sidings:</b>

FIG. 132

FO9020" 685T860

13300



**FIG. 133**

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell <input type="text"/>				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

FO9040" 2685T860

13800



FIG. 138

13900

Min. Ordr	UM	Slip	D liv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

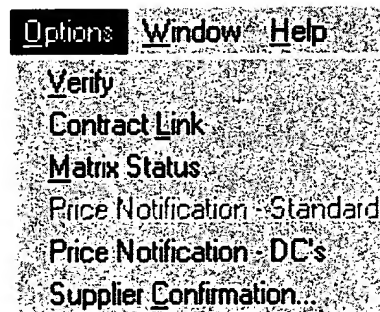


FIG. 141

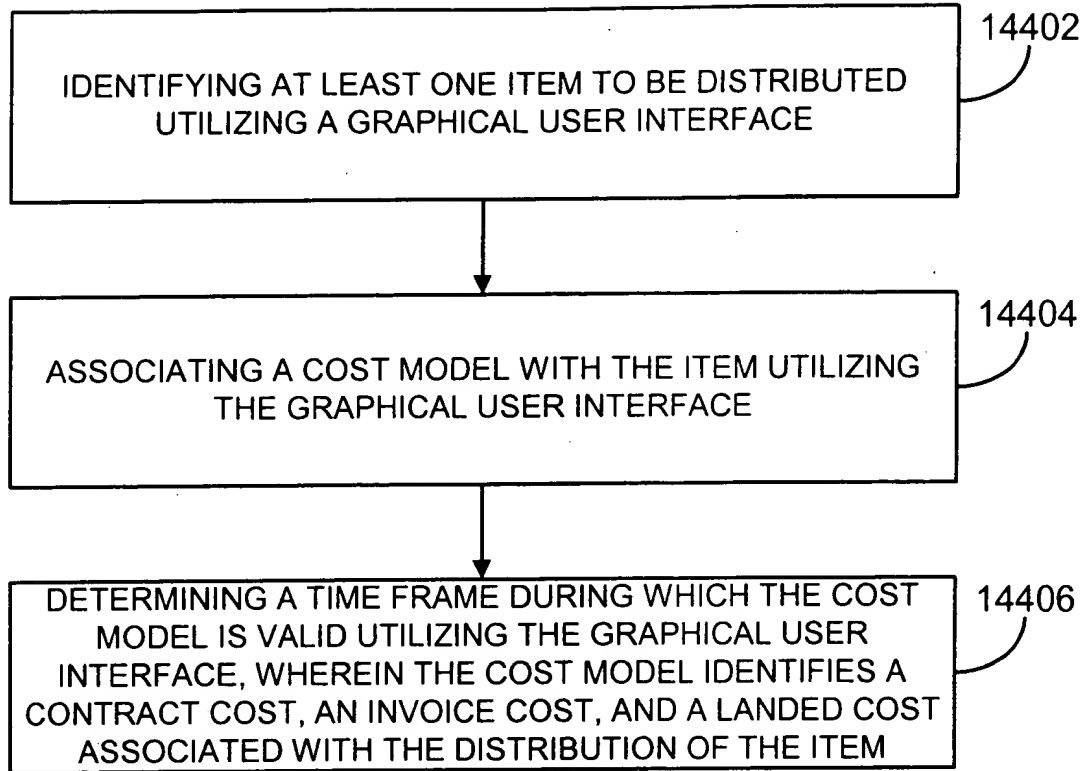
14300

<u>C</u> ost	▶	Edit / View	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143

T09020" 2685T860

14400



**FIG. 144**

FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh  
Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

FIG. 145

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

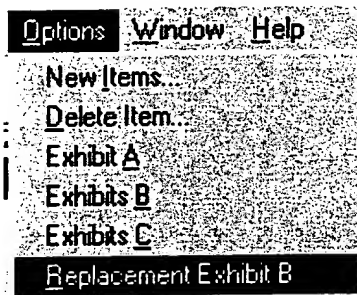


FIG. 152

15300

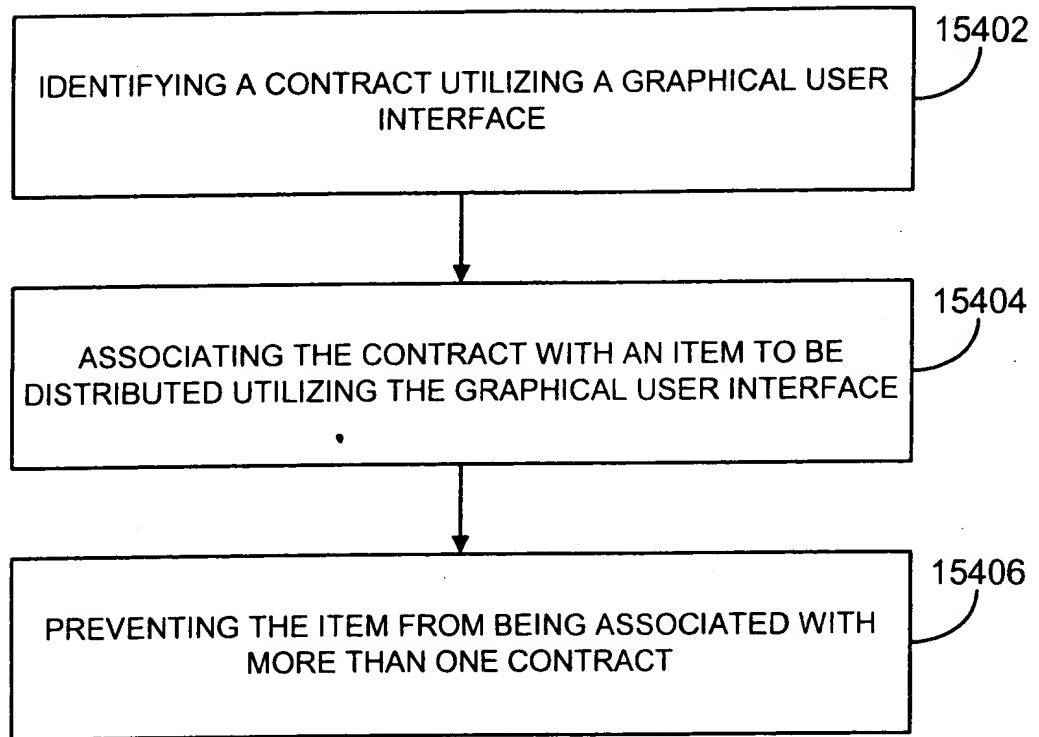


FIG. 153

09815897.070601



15400



**FIG. 154**

FIG. 154

FO9070-2685T860

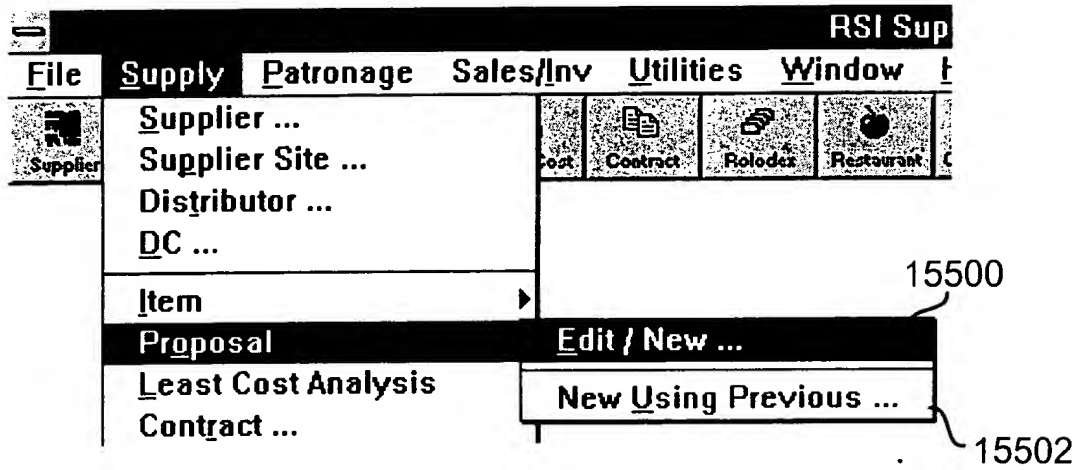


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids			
Main Info	Items	Suppliers	DCs
F0B Price	DC/Rest	Usage	Templates
View Bid			
<b>Proposal Information</b>			
Proposal ID: 1021		Proposal Due Date: 06/12/97	
Proposal Name: Foam Hot Cups & Polystyrene Lids		Contract Begin Date: 07/01/97	
Buyer Name: Dennis Clabby		Contract End Date: 06/30/98	
<b>Actions</b>			
#	Date	Action Description	
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.	

FIG. 156

1090/0"/6851860

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Man Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

00815897.00600

09815897.07001

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description			Item Description
CUP-HOT 12 OZ (PAPER)	DRY	15902	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	>	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	>>	CUP-HOT 8 OZ (DRY)
		<<	LD-HOT 12/16 OZ (DRY)
		<	LD-HOT 8 OZ (DRY)
			15906
			15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

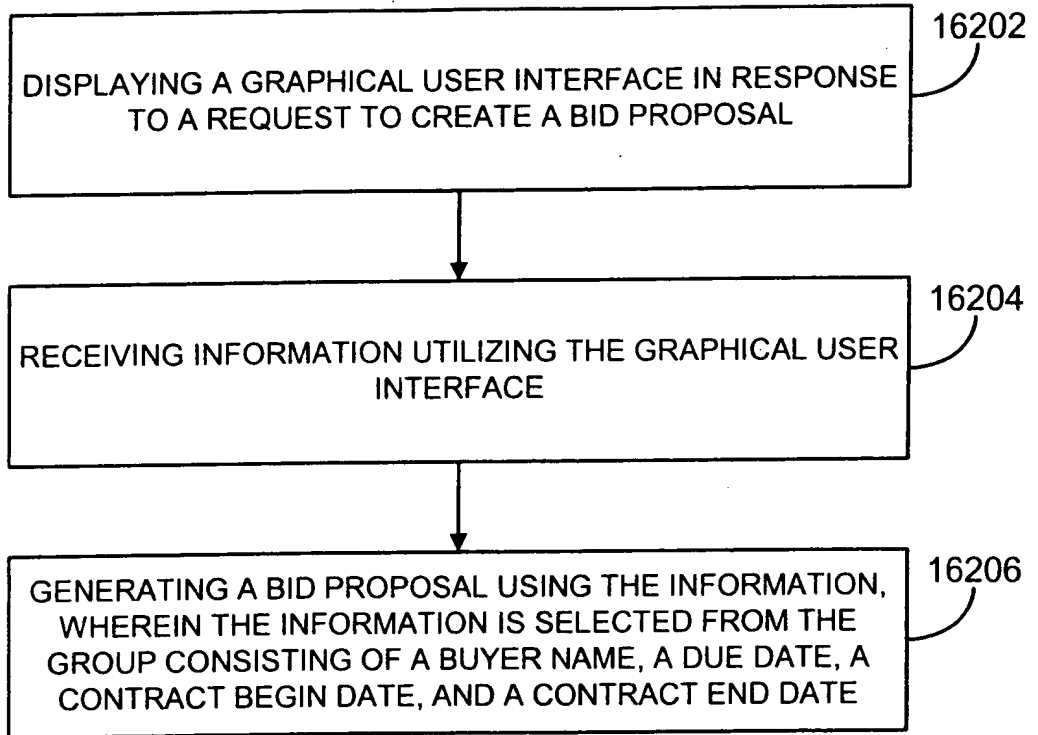
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

T05040" 26857860

16200



**FIG. 162**

09815897.070601

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>	?		N
<b>BK Specification Request</b>	?		N
<b>FOB Price Component</b>	?		N
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

FIG. 164



09815897.070601

16500

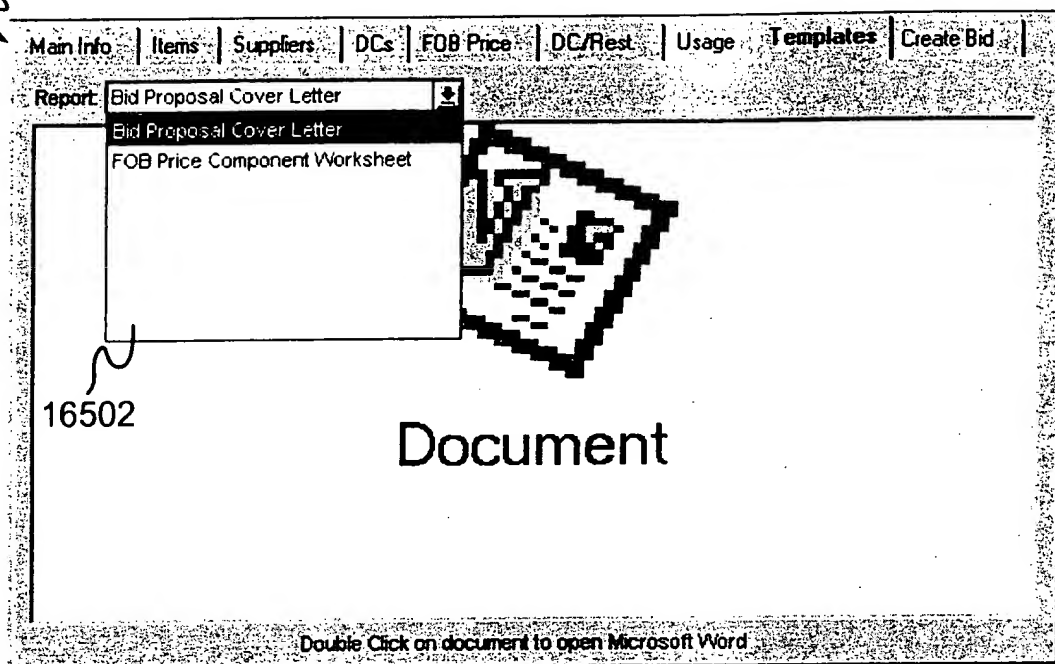


FIG. 165

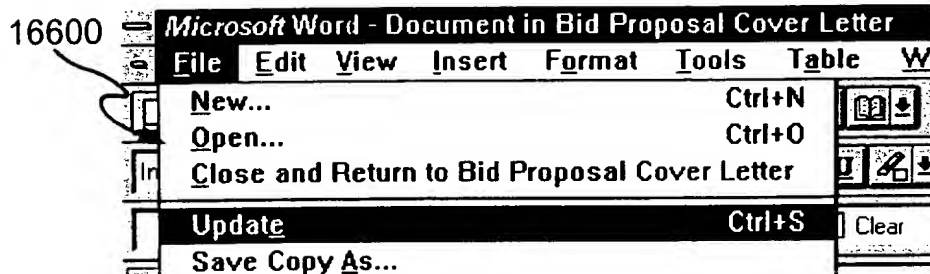


FIG. 166

0015897.07601

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

\* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets
Supplier Facility Worksheet <input checked="" type="checkbox"/>
Item Information Worksheet <input checked="" type="checkbox"/>
FOB Price Component Worksheet <input checked="" type="checkbox"/>
Truckload Freight Worksheet <input checked="" type="checkbox"/>
LTL Freight Worksheet <input checked="" type="checkbox"/>

FIG. 167

16800

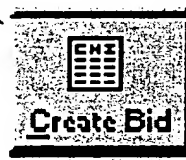


FIG. 168

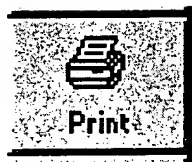
16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b>  ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169

17000



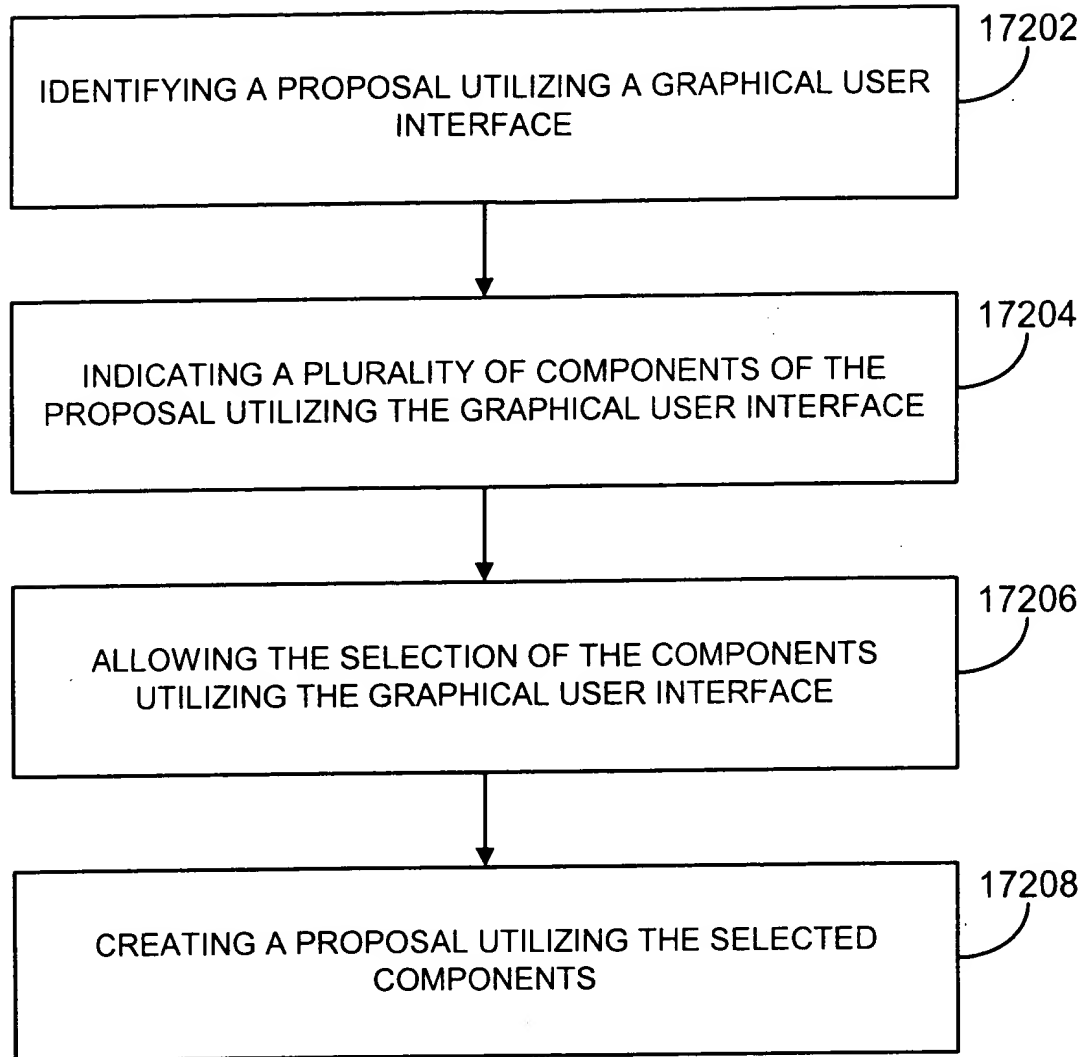
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

FO9DZ0-2685F860

17300



FIG. 173

17400

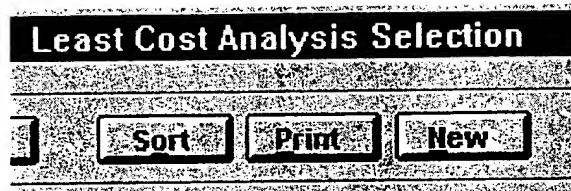


FIG. 174

17500

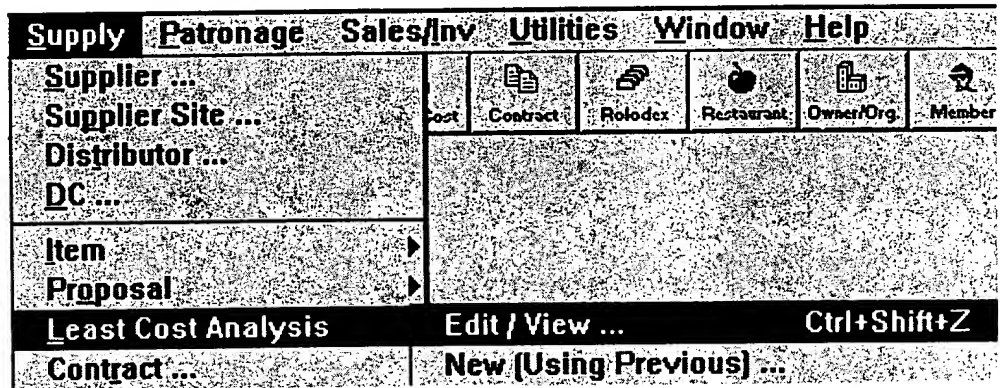


FIG. 175

**Bid Proposal Name:**

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

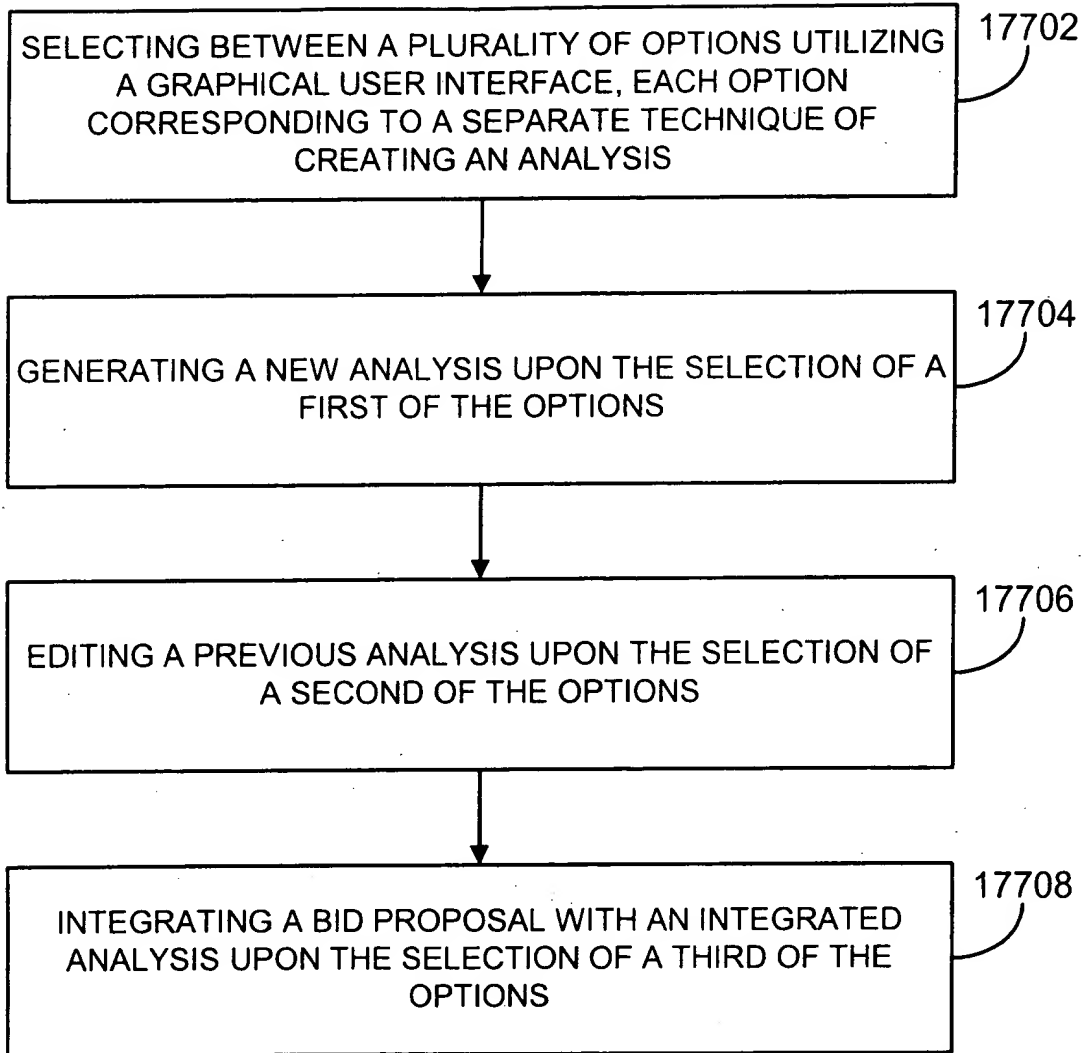
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

0915897.070604

17700



**FIG. 177**

109070 26857860

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version ( 1 ) of ( 9 )		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179



18000



FIG. 180

18100

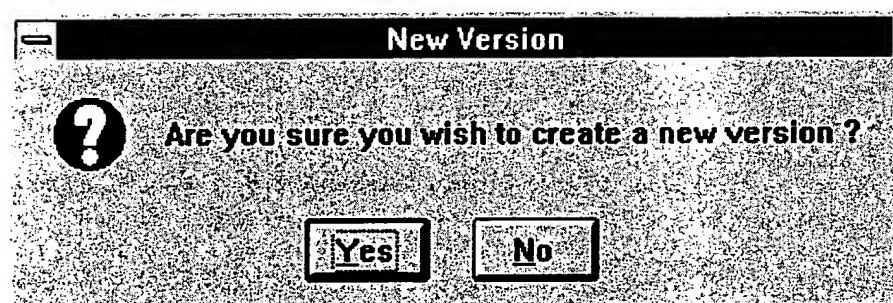
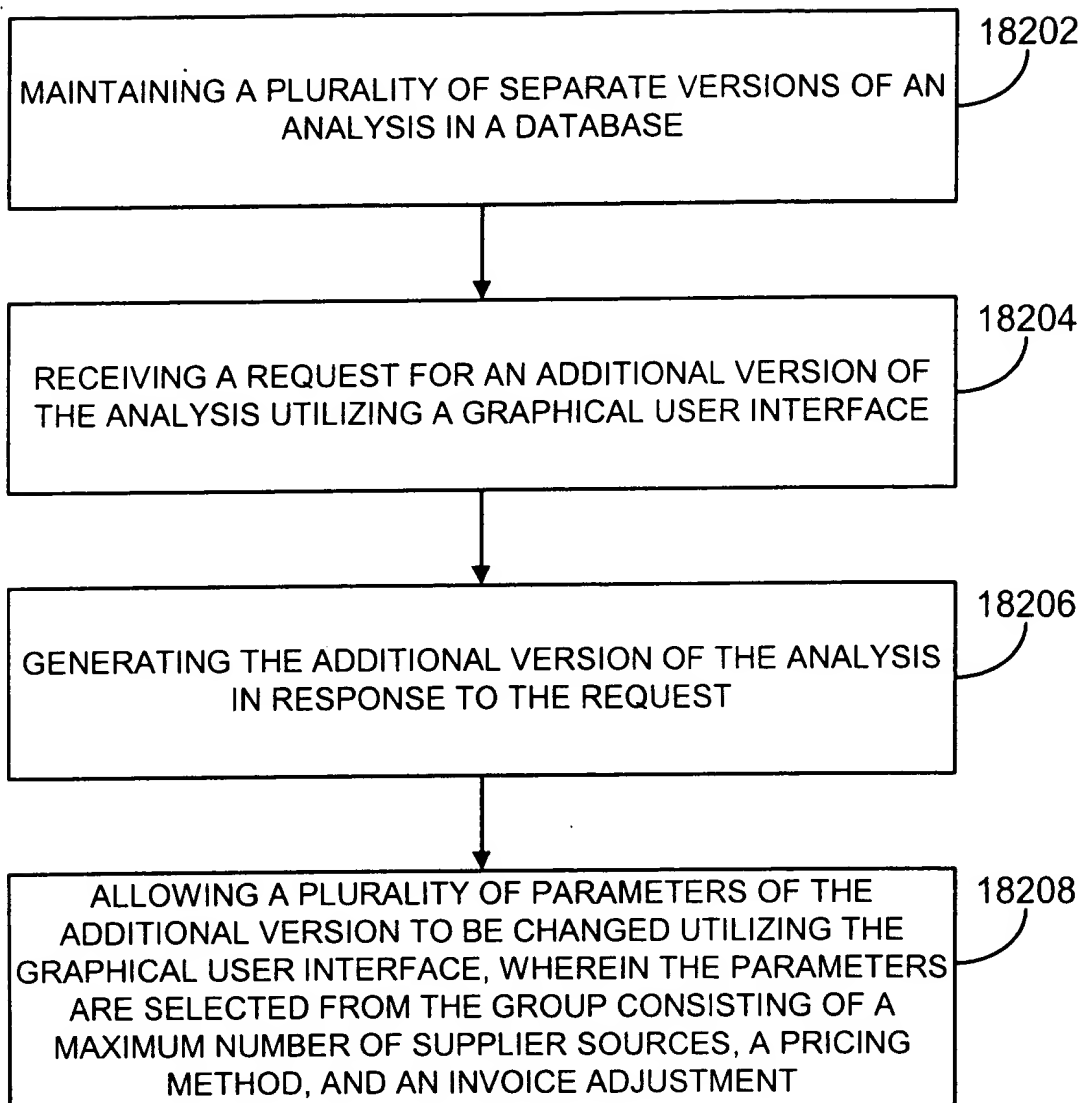


FIG. 181

09815897.070601

18200



**FIG. 182**

109070" 2685T860

18300

Search

Query

Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNINGTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

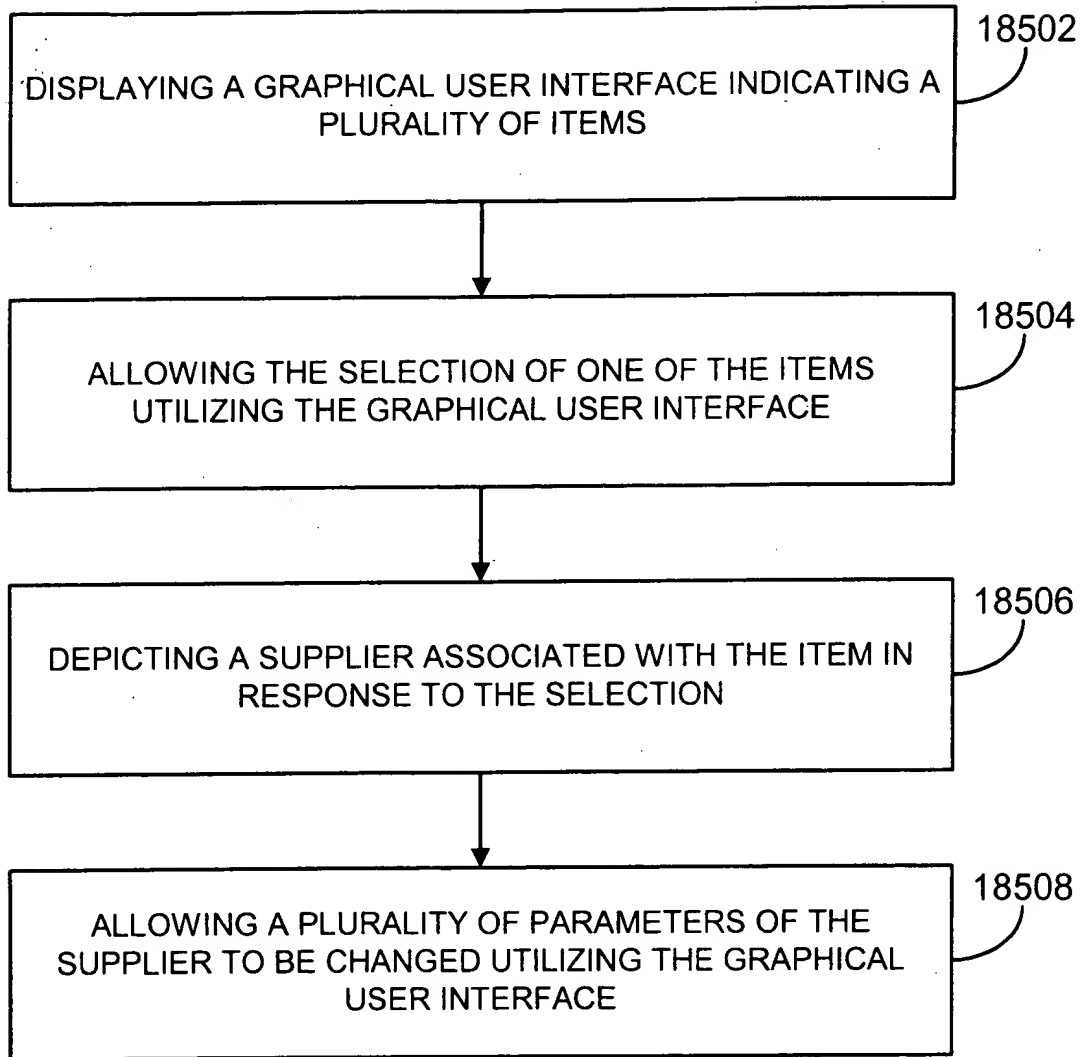
Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

109040" 26851860

18500



**FIG. 185**

109070" 26857860

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M INCH(S)		Net Weight:	27.28 POUND(S)

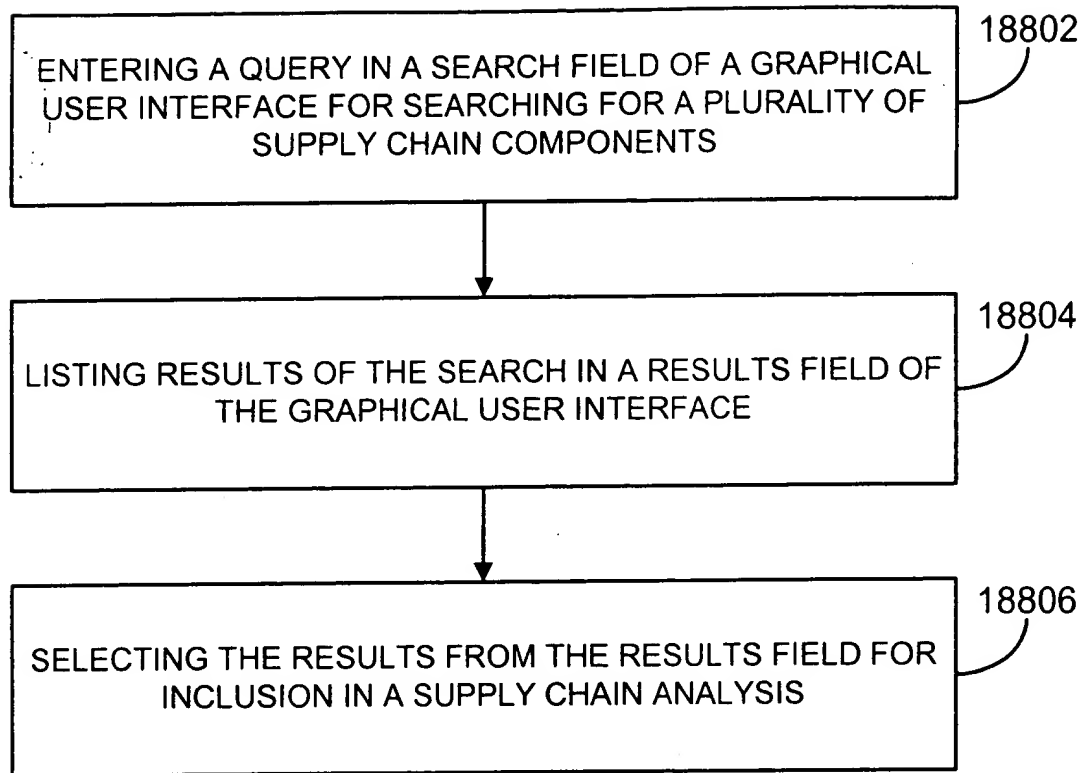
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

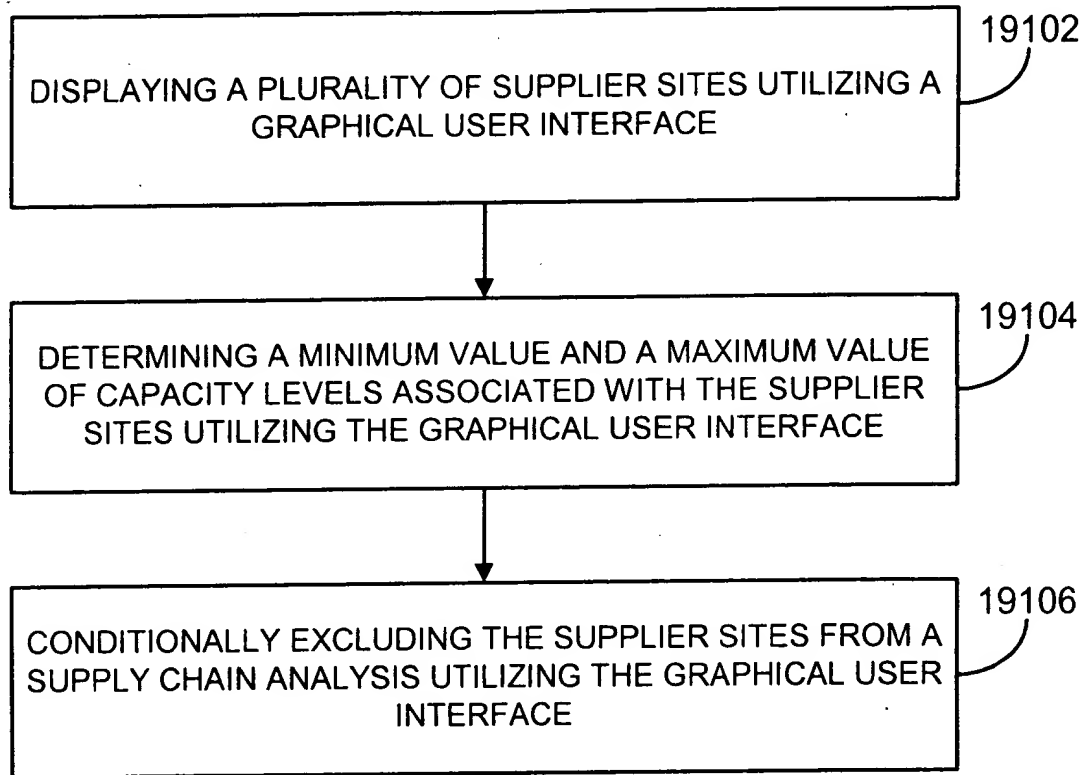
Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

FOODS 20" 2625T860



19100



**FIG. 191**

19200 25851860

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

105020" 2685T260

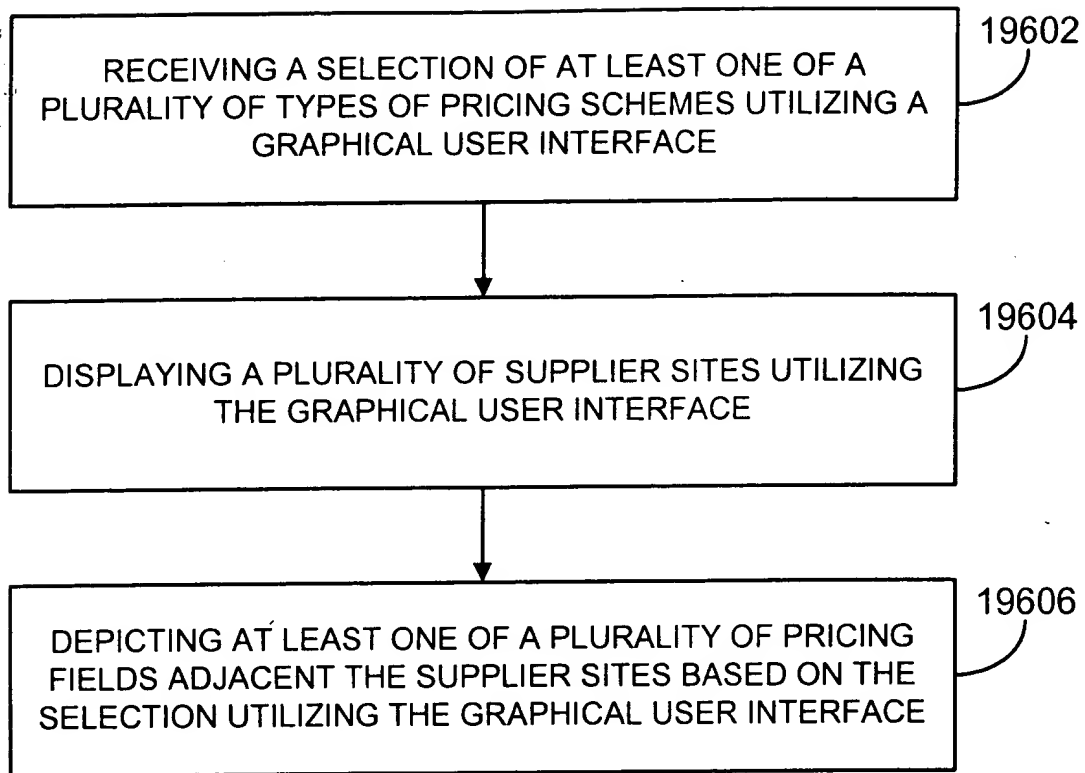
19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

109040" 2685T860

19600



**FIG. 196**

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

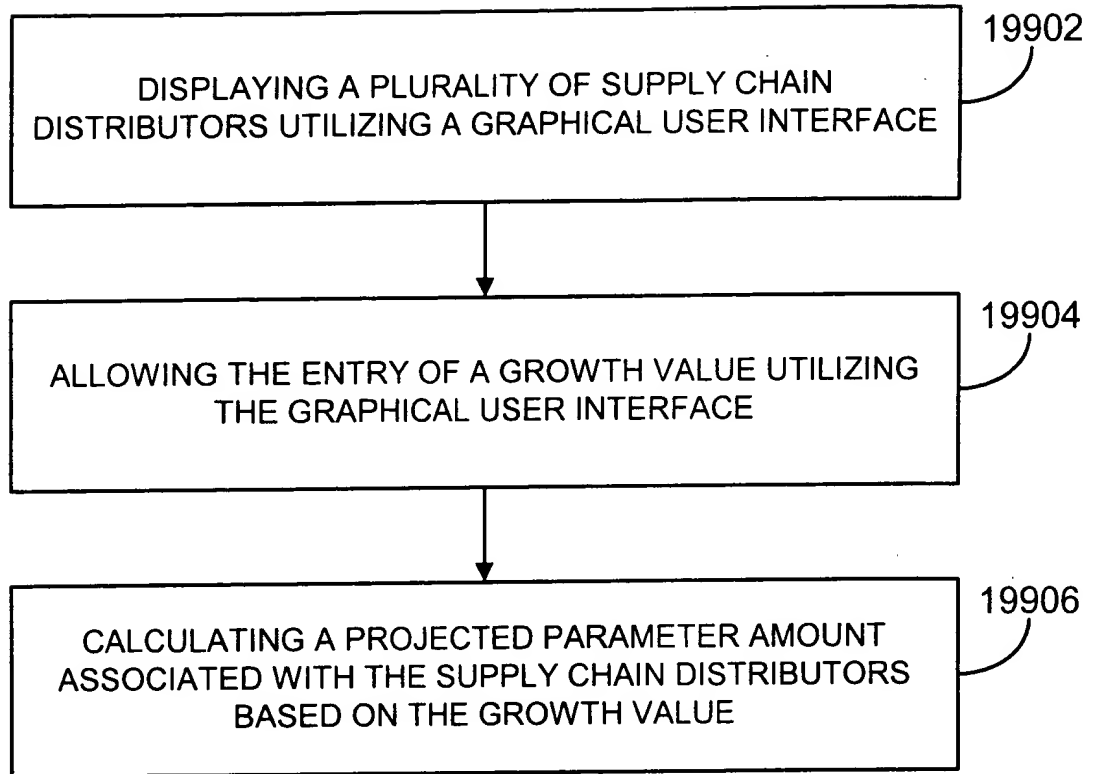
19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

T09020" 4685T860

19900



**FIG. 199**

FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211


  

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

Invalid Selection


**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

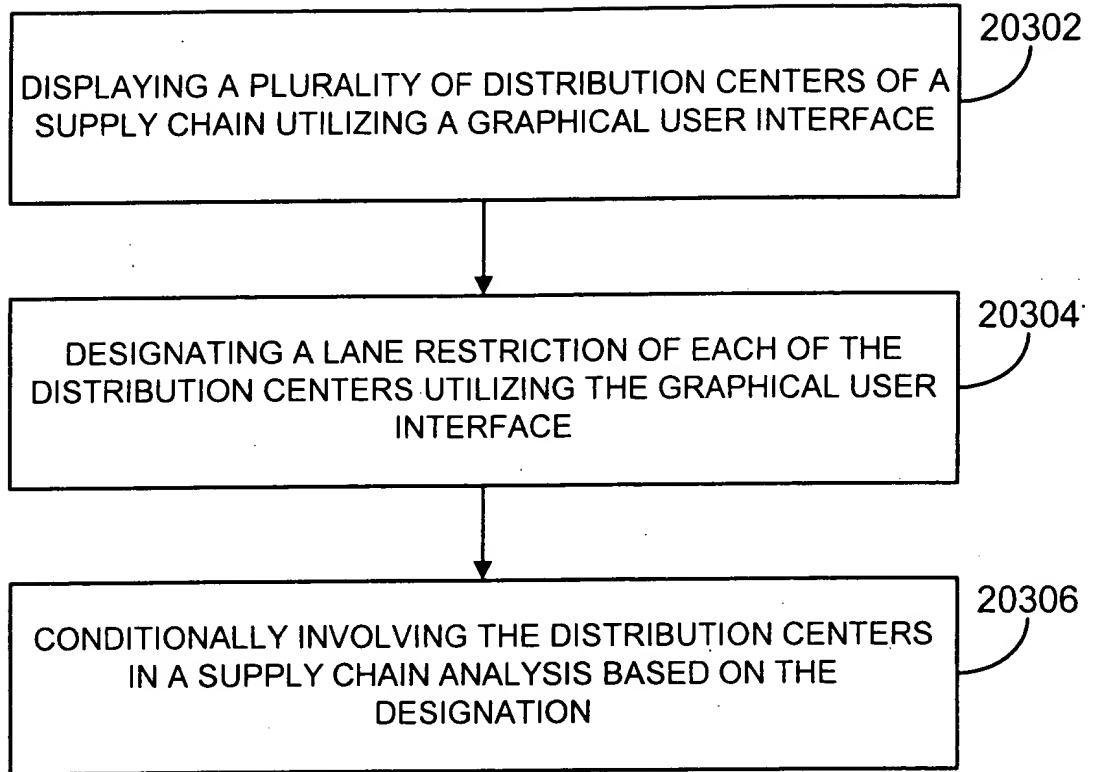
OK

FIG. 202

109020" 4685T860



20300



**FIG. 203**

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801

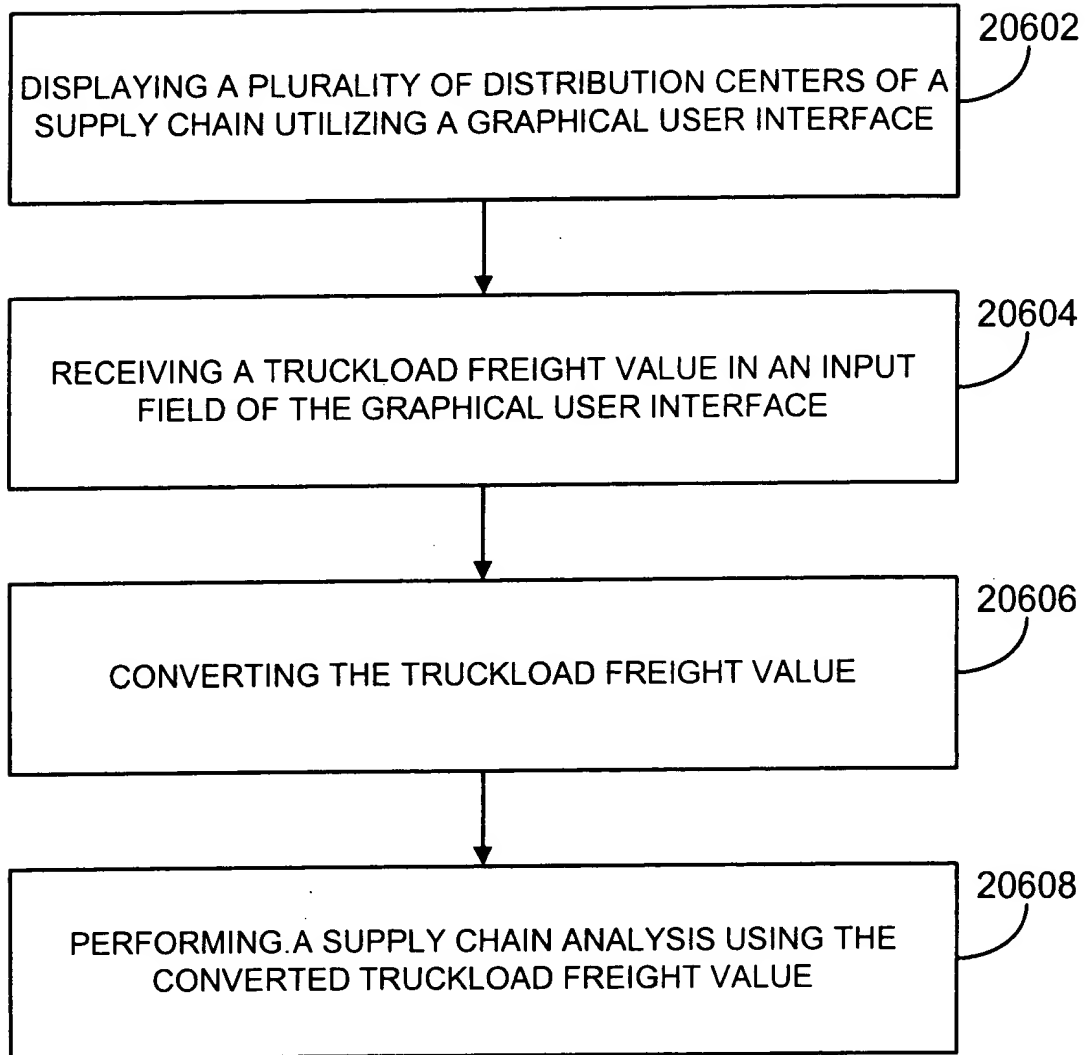
  

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

FO9020" 2685T960

20600



**FIG. 206**

09015897.070601

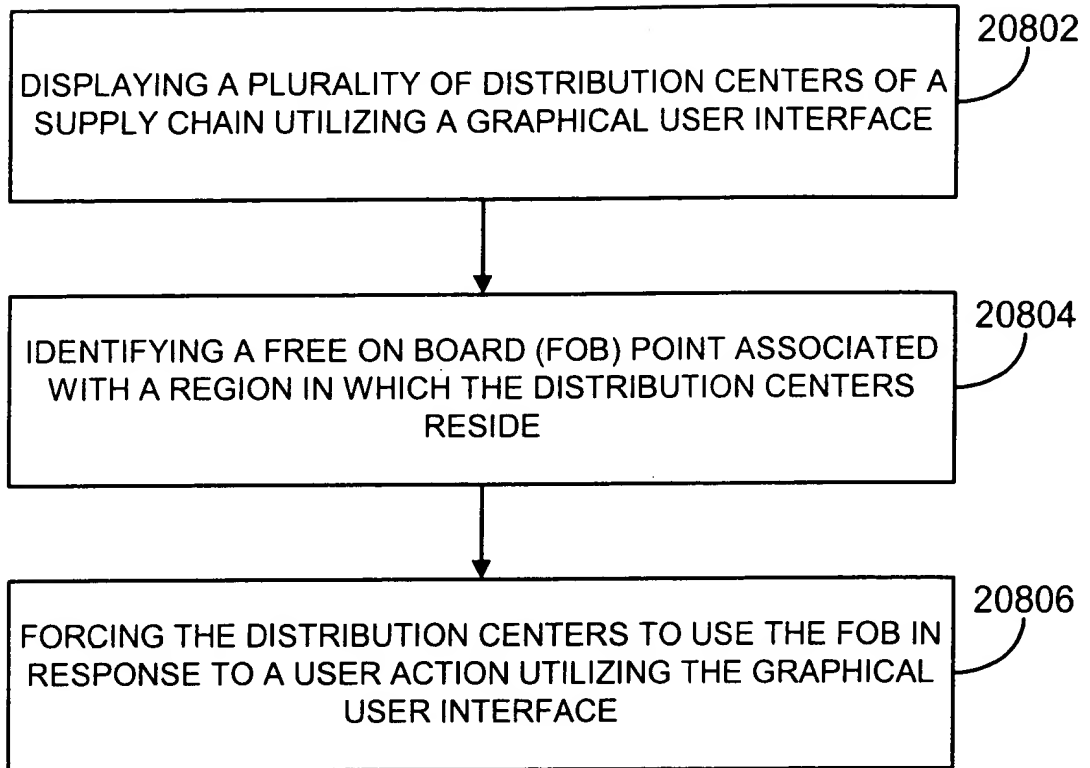
20700



Analysts Region		Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE		<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name		Site Role
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point

FIG. 207

20800



**FIG. 208**

20900

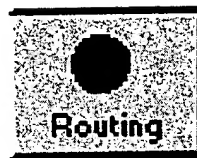


FIG. 209

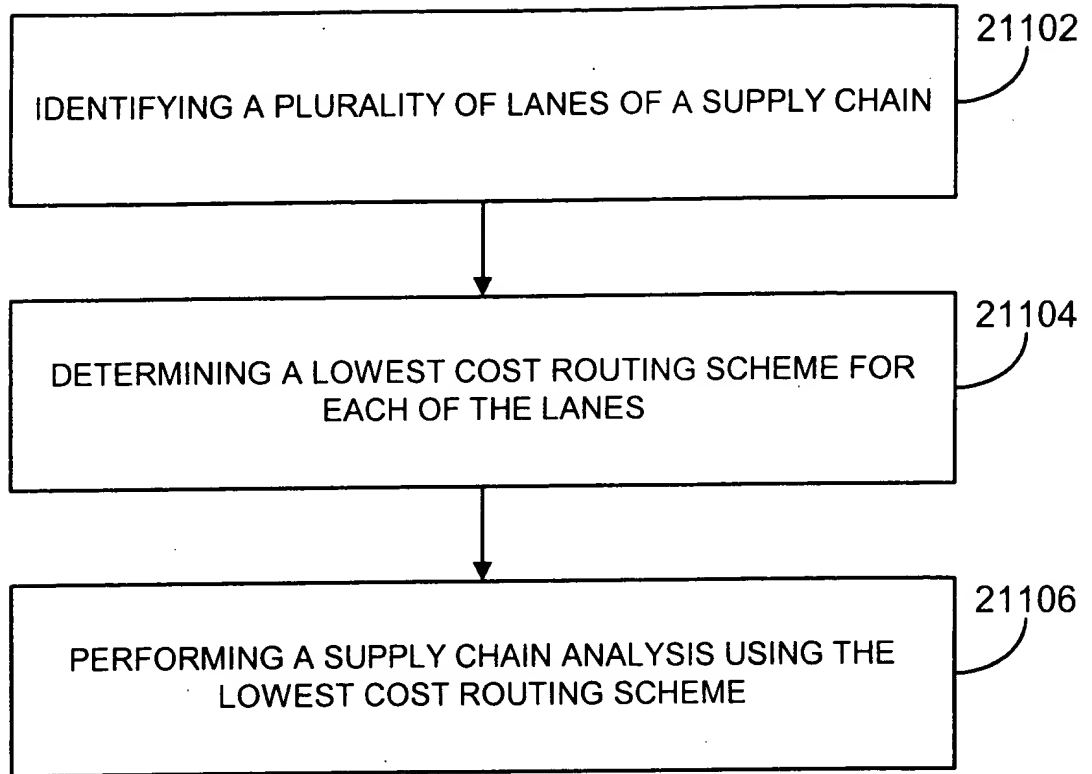
21000

Report Selection		Report Name
Report Type:	Optimal Product Routing	Freight Information Provided
Report Parameters:		Freight Information Provided
Supplier:	(All)	LTL Routing Grid By Lane
Supplier FOB:	(All)	Routing Results By Lane
Distribution Center:	(All)	Routing Results By Lane, Item
Version:	Base Version	Routing Results w/ RDC Breakout By Lane
		Routing Results w/ RDC Breakout By Lane, Item
		TL Freight Variance Analysis

FIG. 210

FIG. 209

21100



**FIG. 211**

FIG. 212

21200

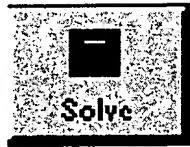


FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type	Report Name
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:  
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

FIG. 214

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

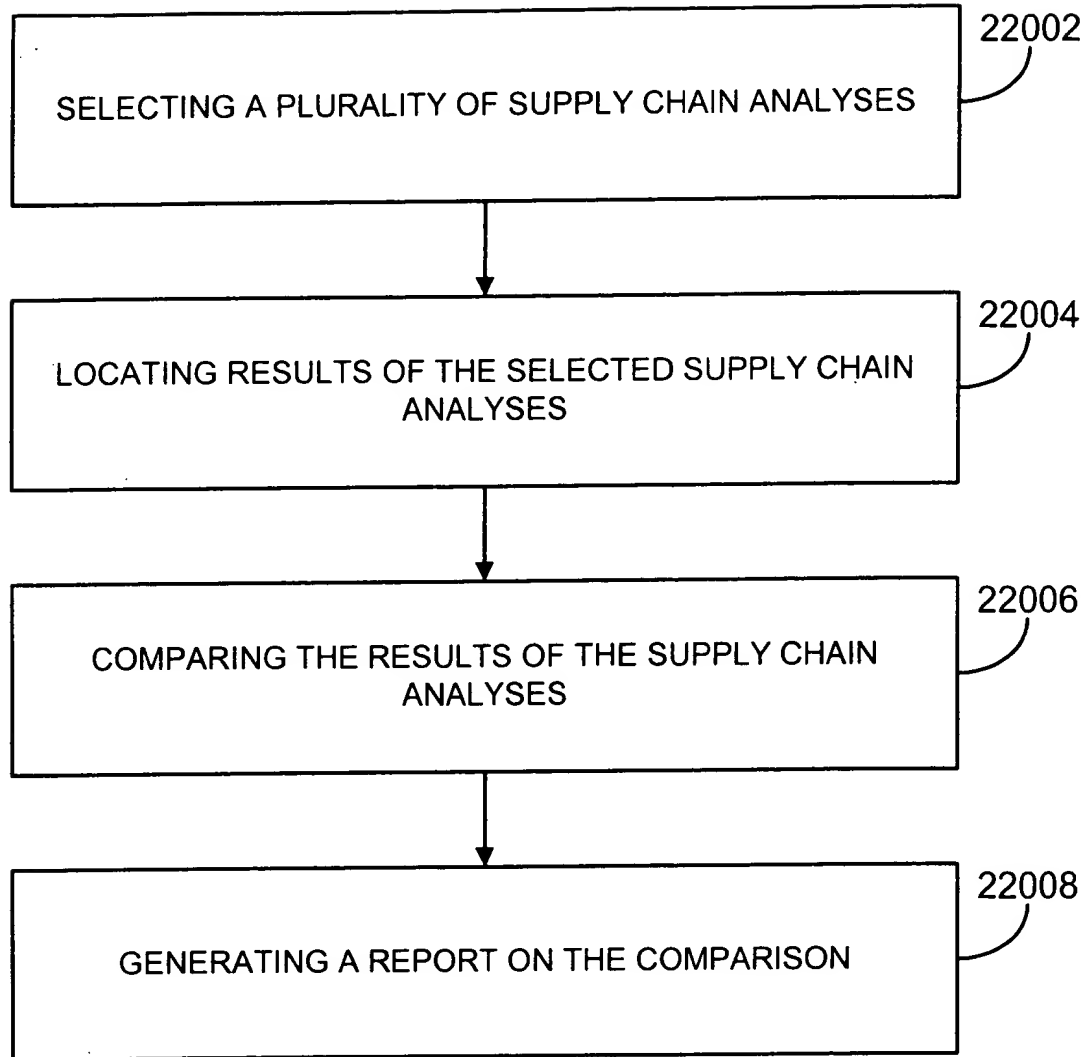
21900



FIG. 219

FO90/0" 4685T860

22000



**FIG. 220**

FIG. 221

22100



FIG. 221

22200

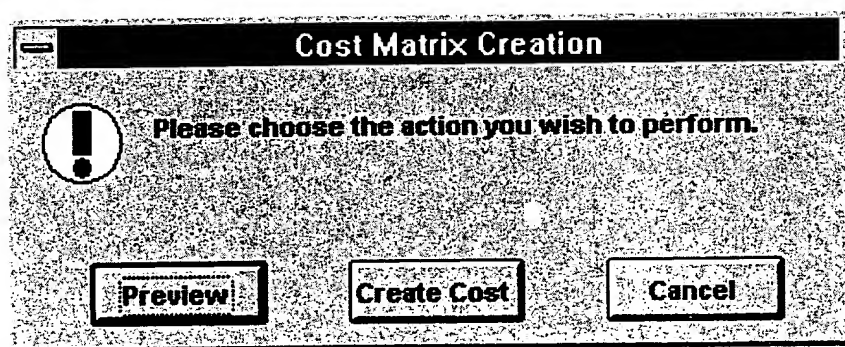


FIG. 222

109020-4685T860

Supply	Patronage	Sales/Inv	Utilities	Data	Options
Supplier					
Supplier Site					
Distributor					
DC					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
<p>Pricing ID: 12</p> <p>Description: Beef Pricing 04/06/01</p> <p>Item: BEEF - 77%</p> <p>Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01</p> <p>Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01</p> <p>FOB Adjustment Amount: 0.0000</p>					

FIG. 224

009040-4685F860

22500

Formula Pricing - BEEF - 77% - 04/06/98													
General Info Pricing Freight Formulas Block Cost Adjustments													
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 75% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Intr Beef	
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.8344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.9700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

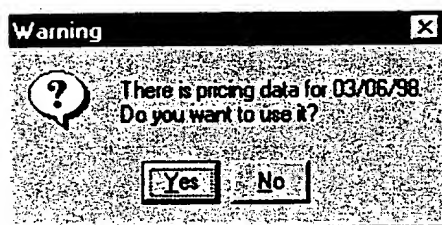


FIG. 226

22700

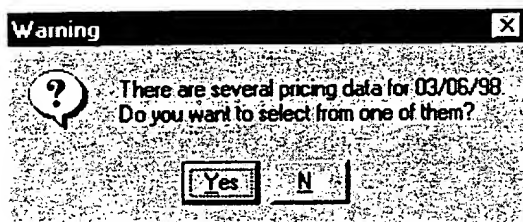


FIG. 227

22800

**Formula Pricing Selection**

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

109020" 2685T860

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9848
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3548	0.1400	0.1303	0.9868
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2388			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0988	0.1000	0.0890	1.0918

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231



FD9070-265F860

23200

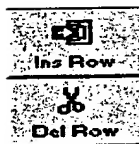
Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9920	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300



23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Help
Supplier					
Supplier Site					
Distributor					
DC					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236